

FIG. 1A

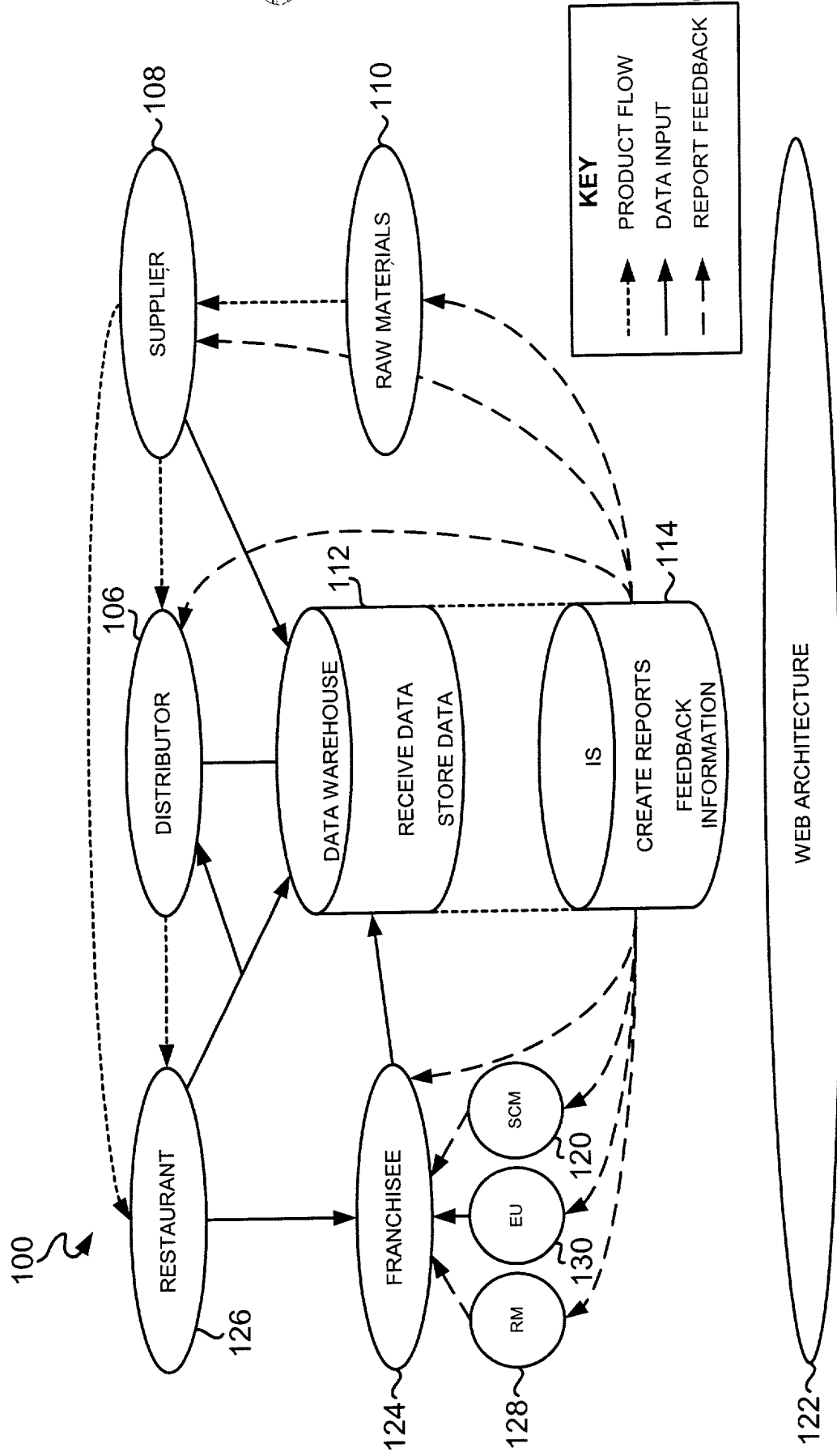


FIG. 1B

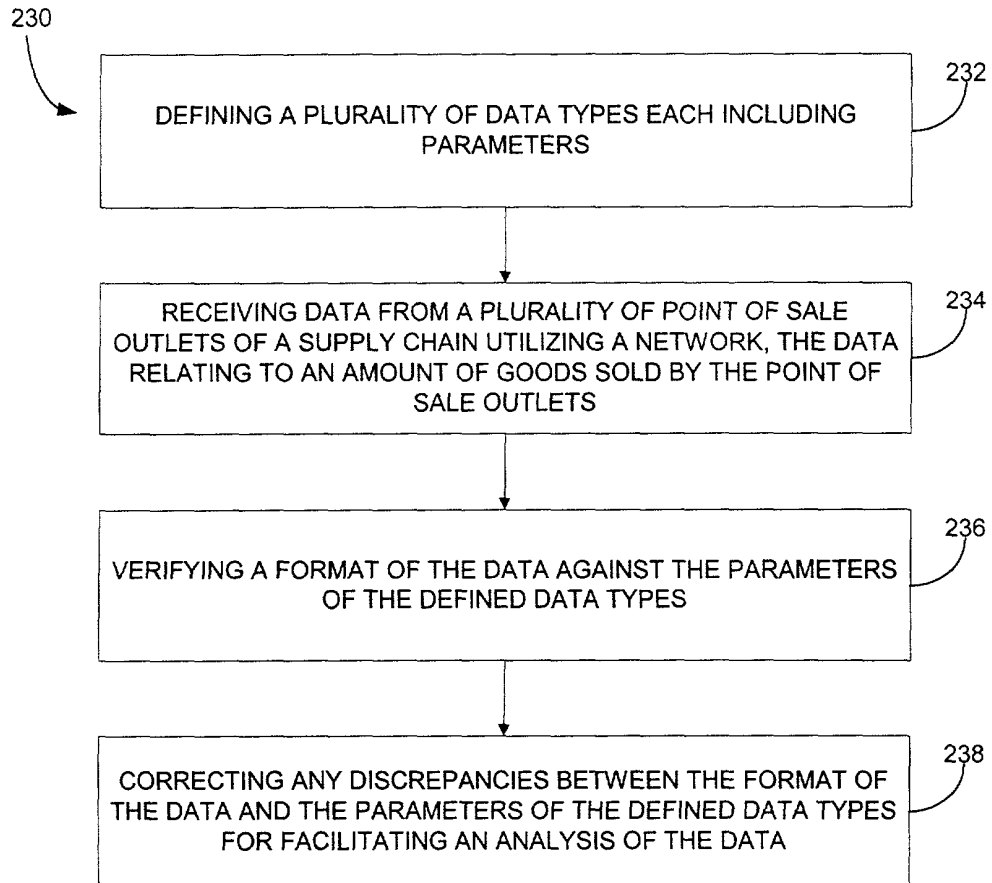


FIG. 2

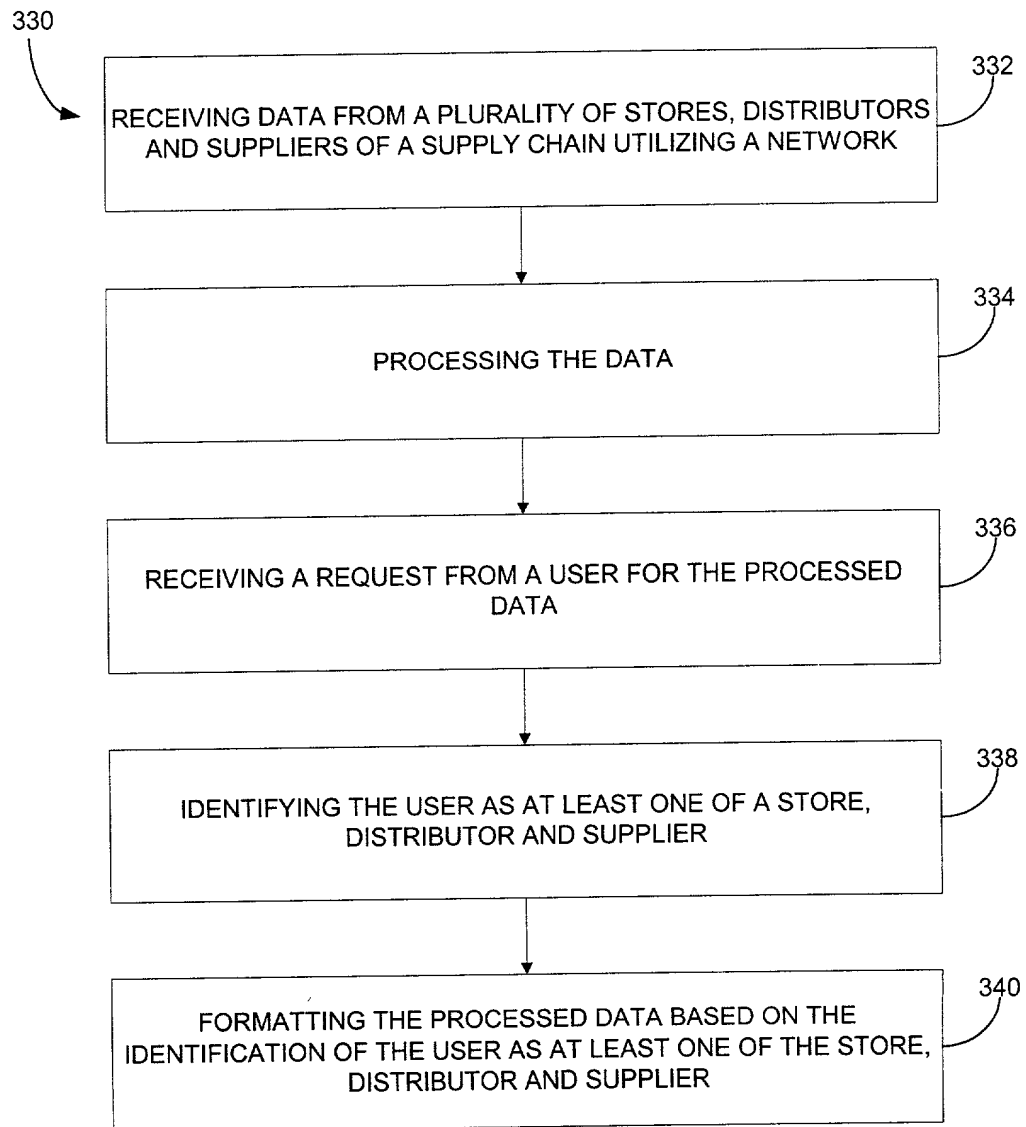


FIG. 3

0945990 03651860

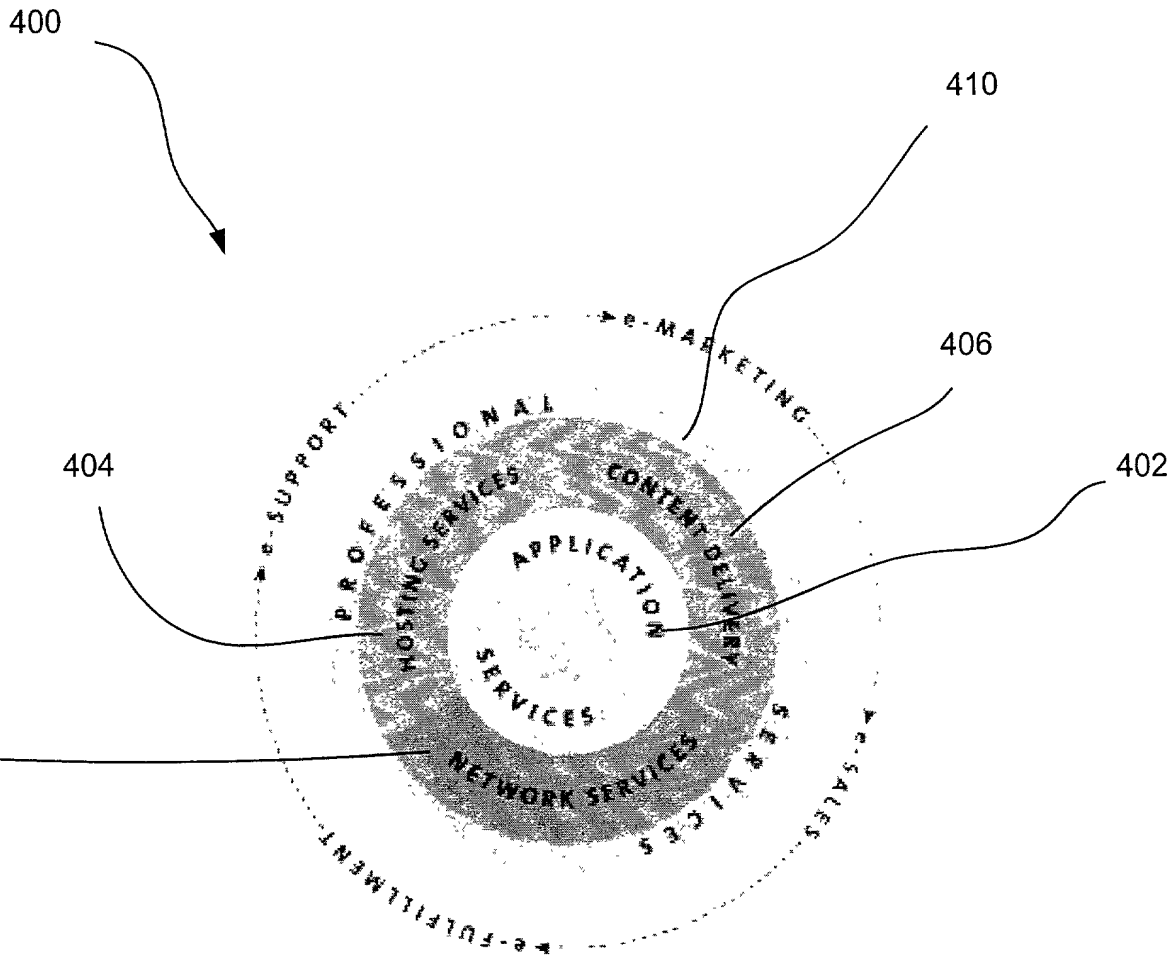


Fig. 4

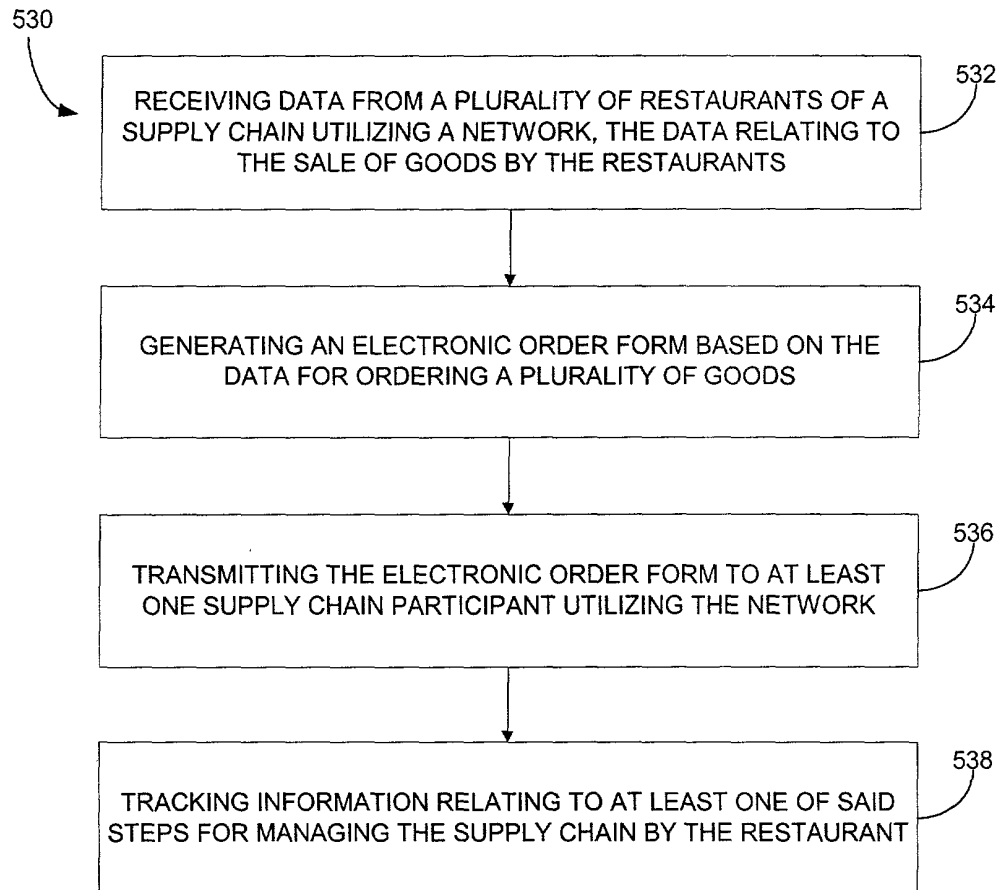


FIG. 5

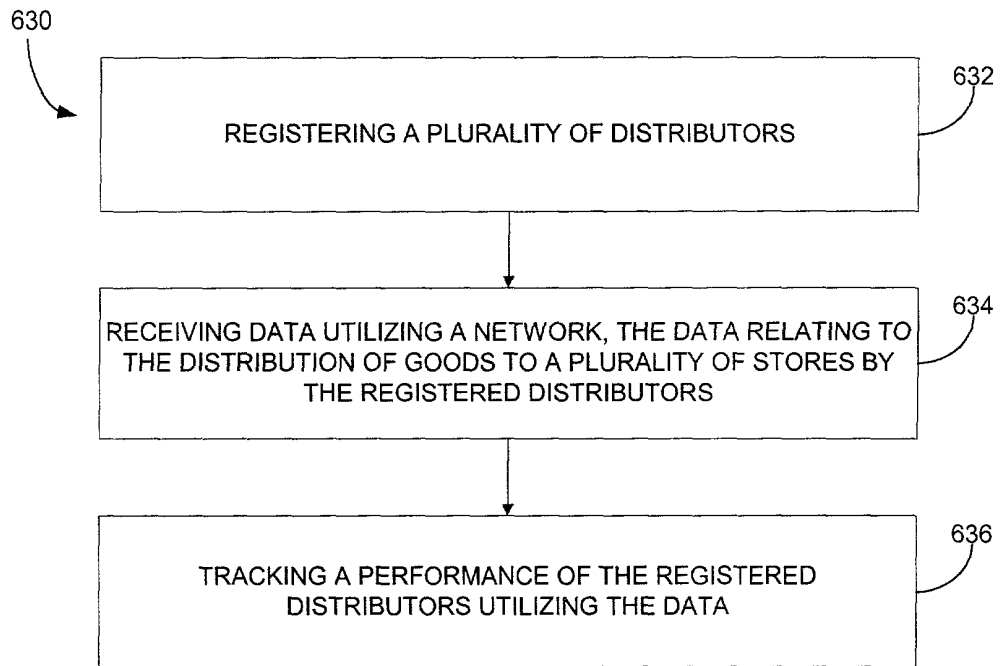


FIG. 6

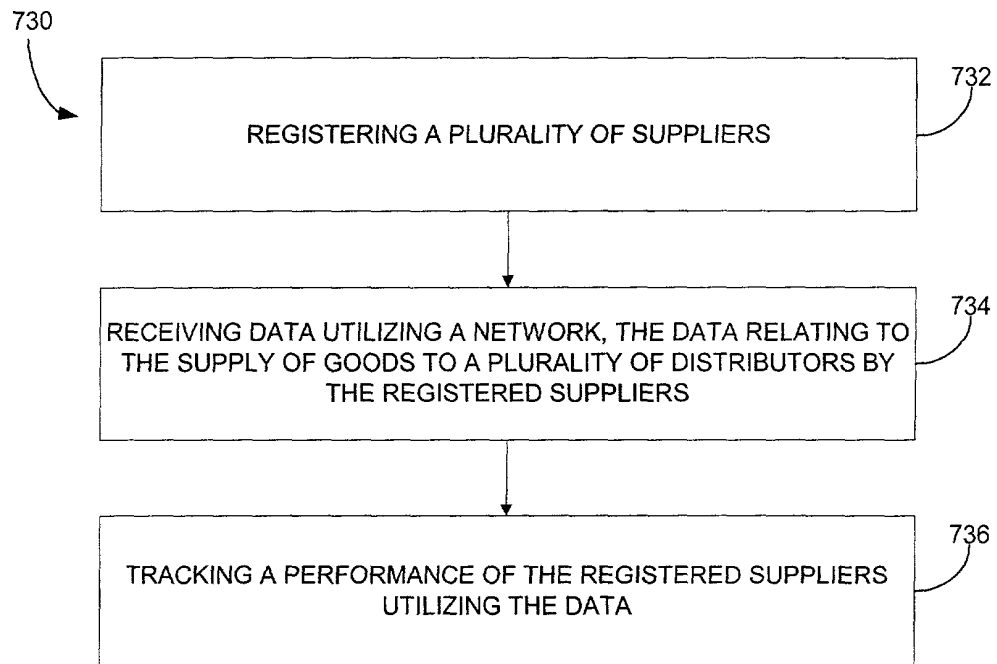


FIG. 7

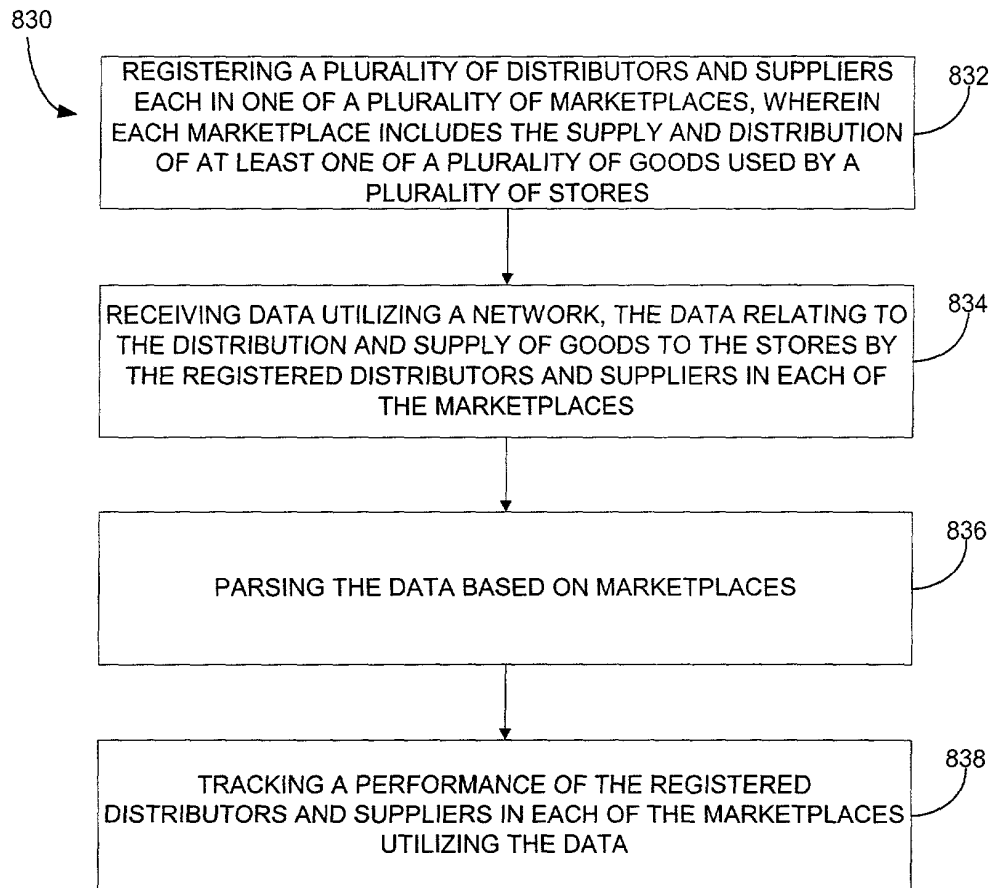


FIG. 8

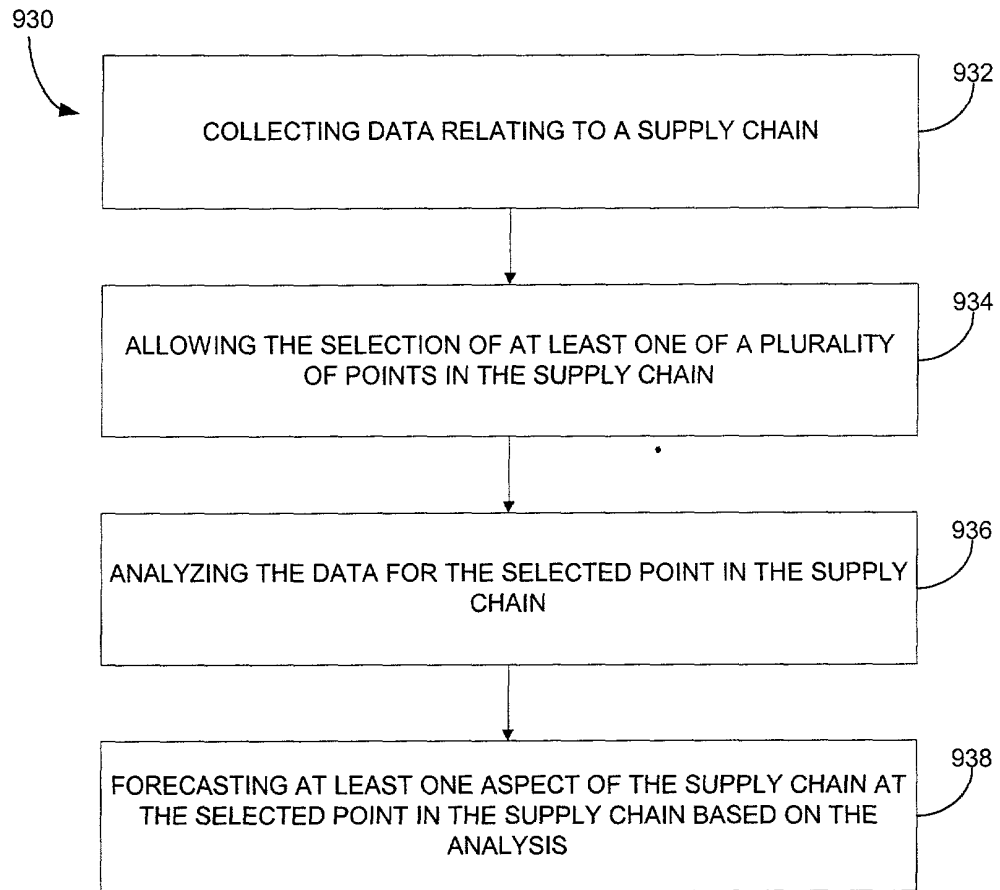


FIG. 9

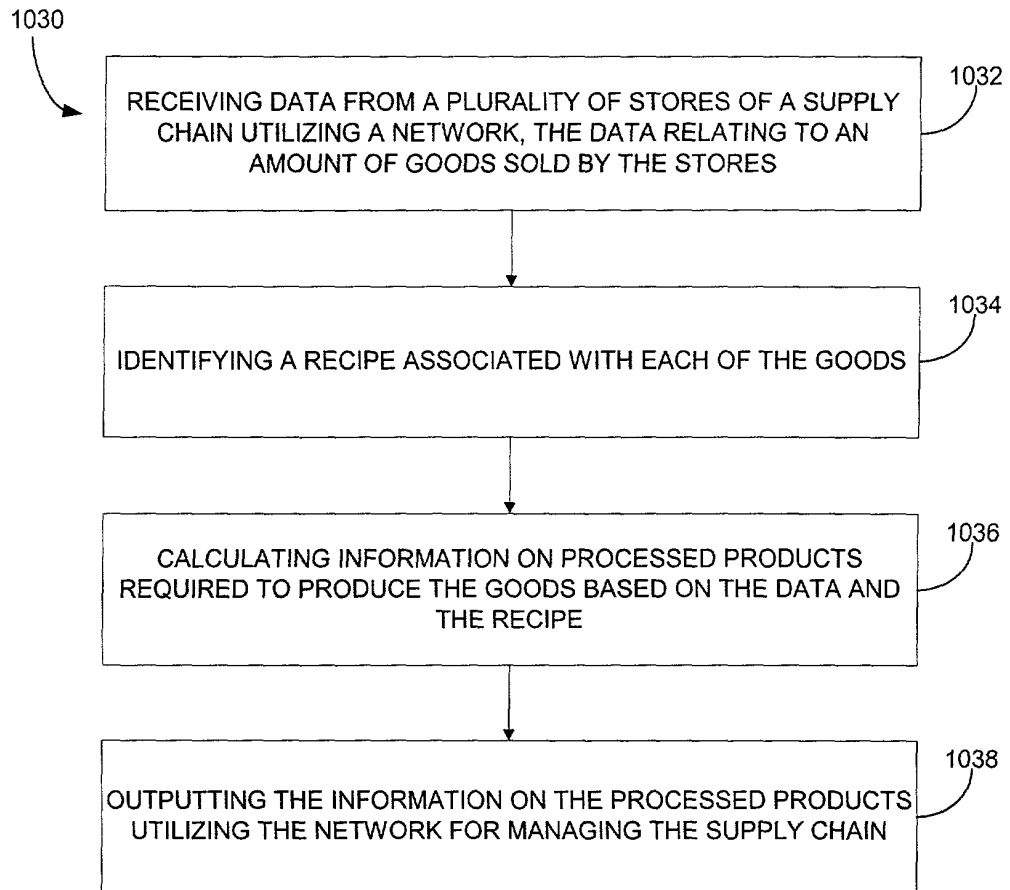


FIG. 10

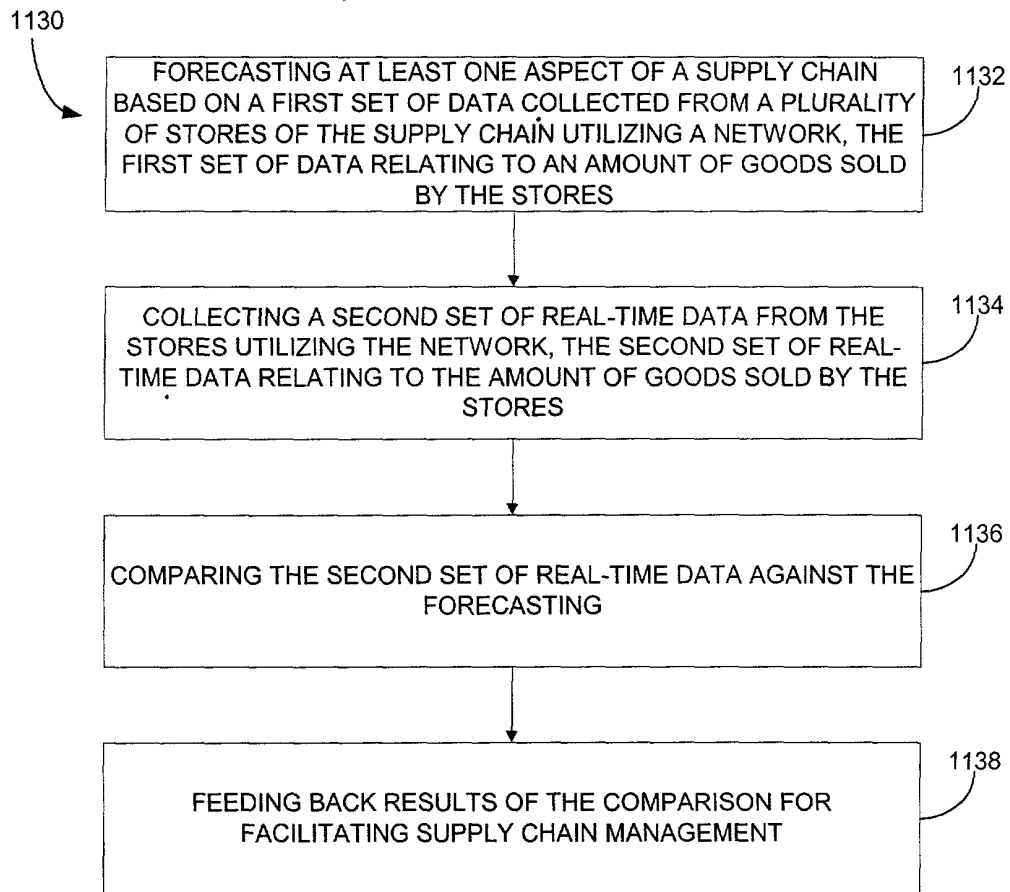


FIG. 11

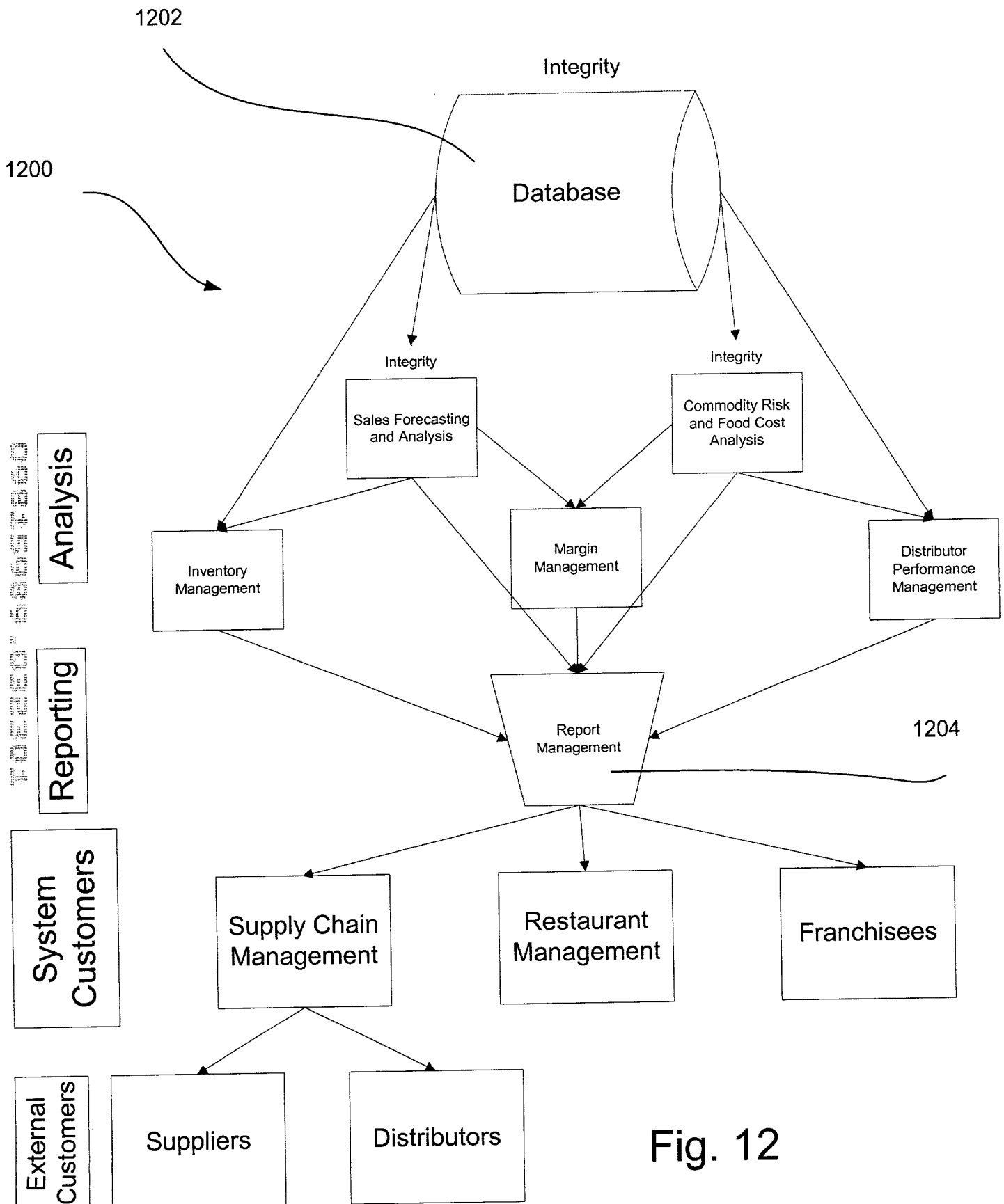


Fig. 12

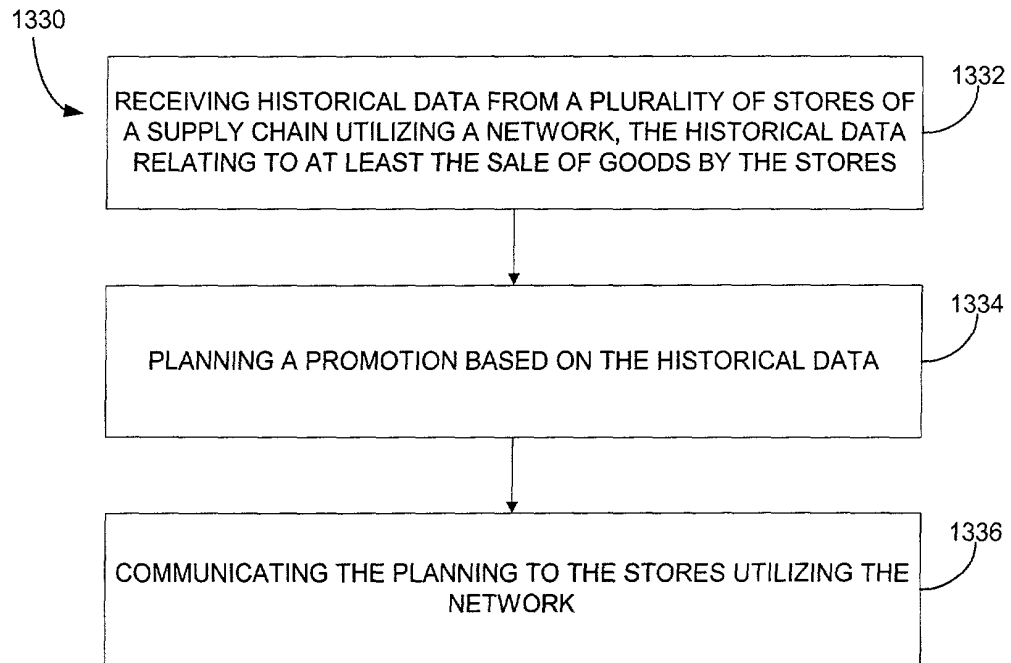


FIG. 13

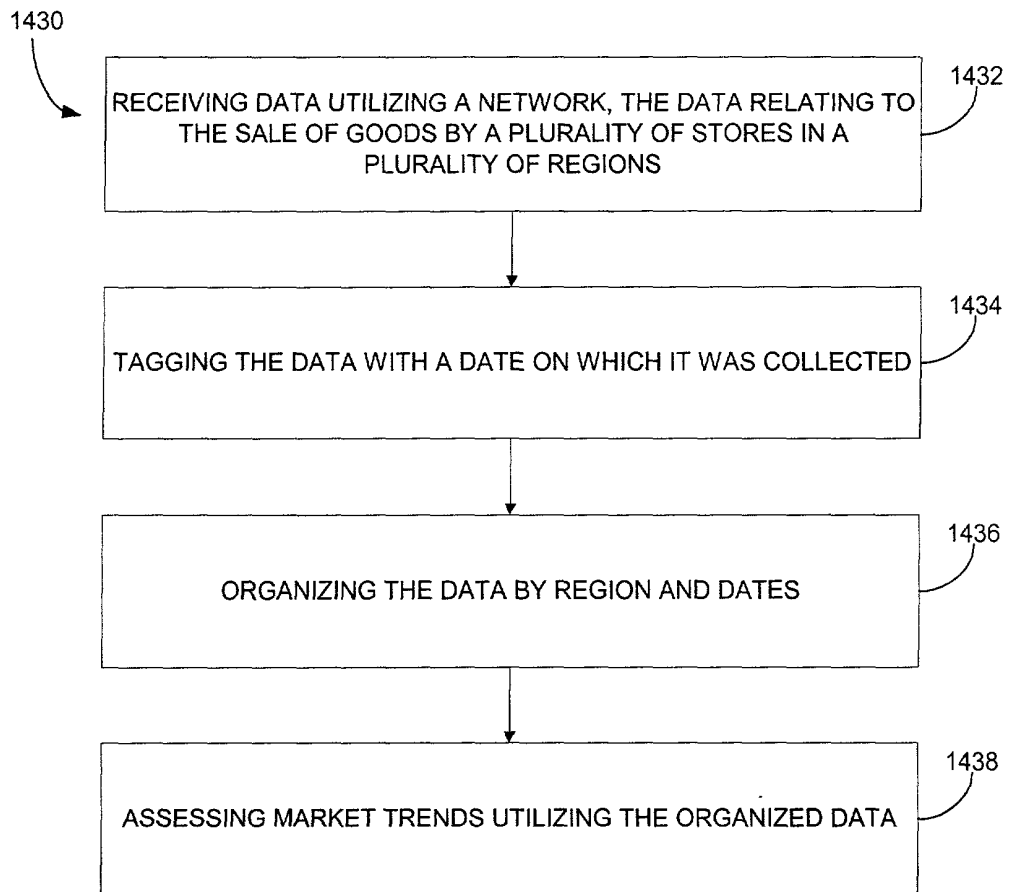


FIG. 14

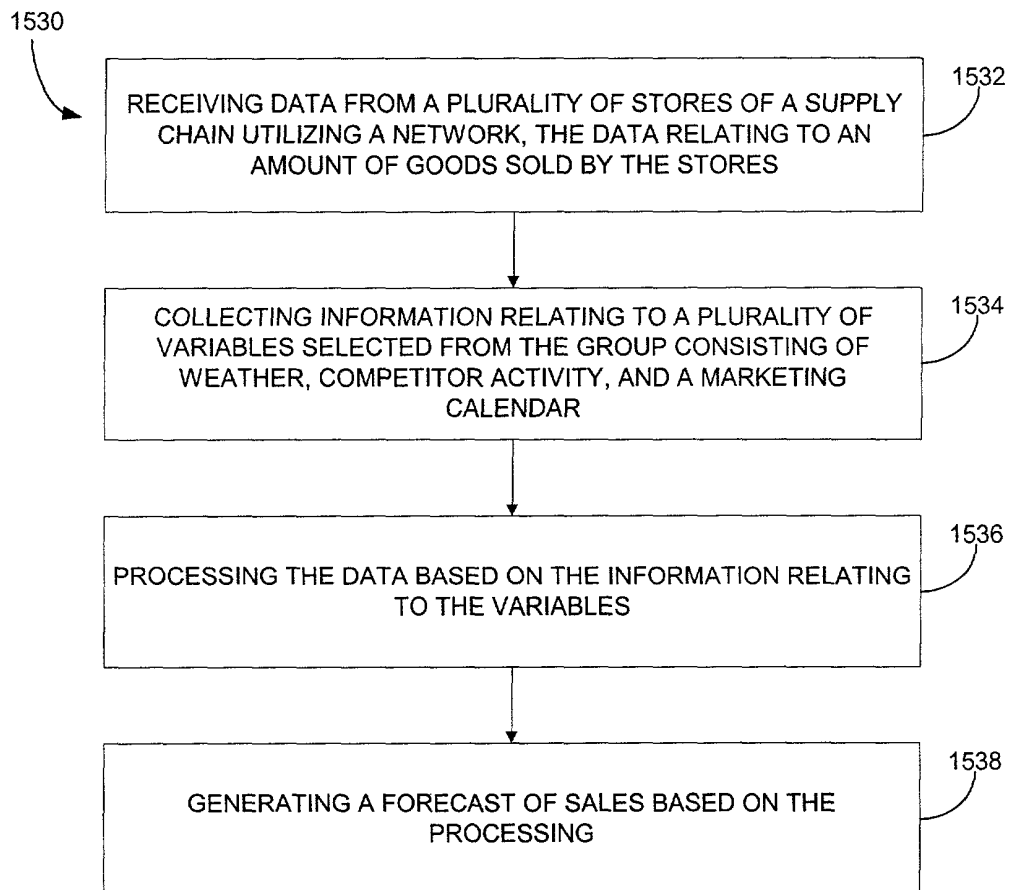


FIG. 15

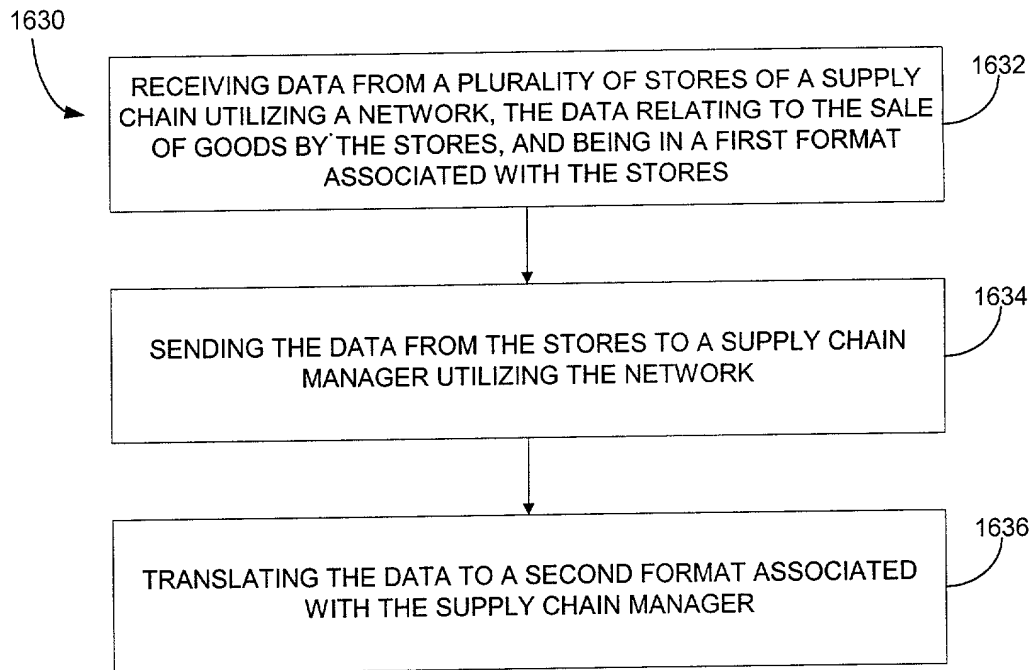


FIG. 16

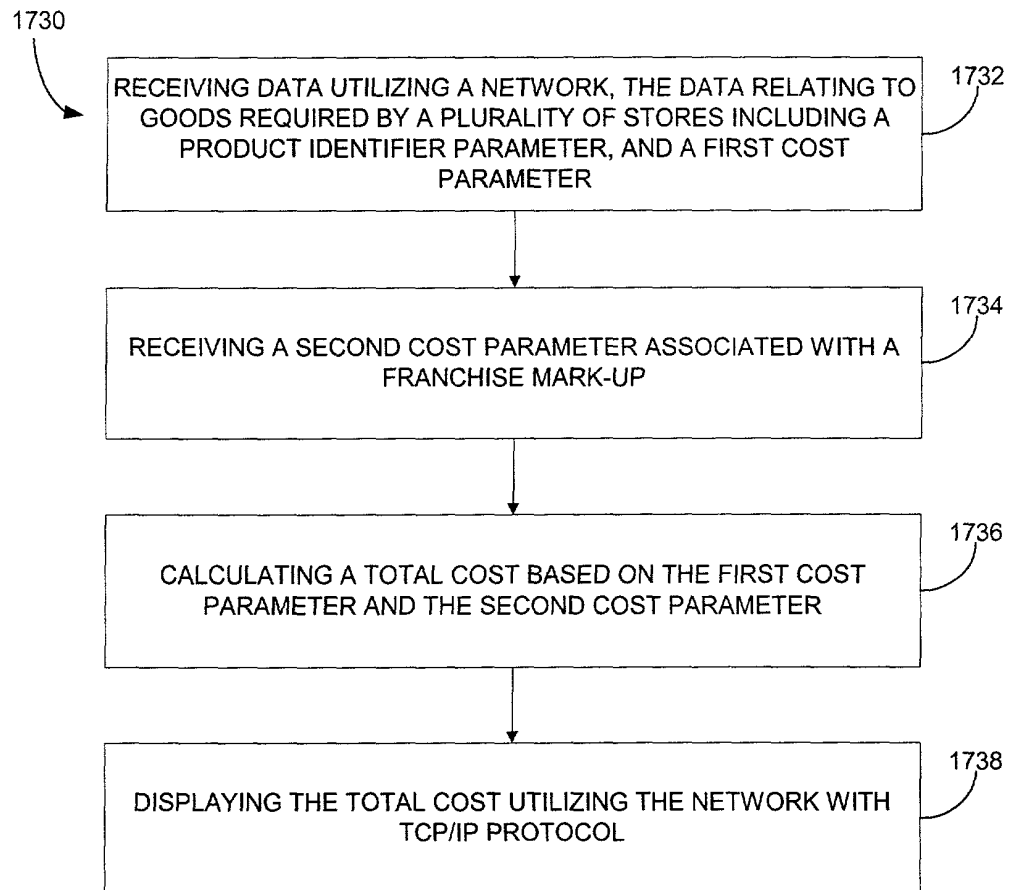


FIG. 17

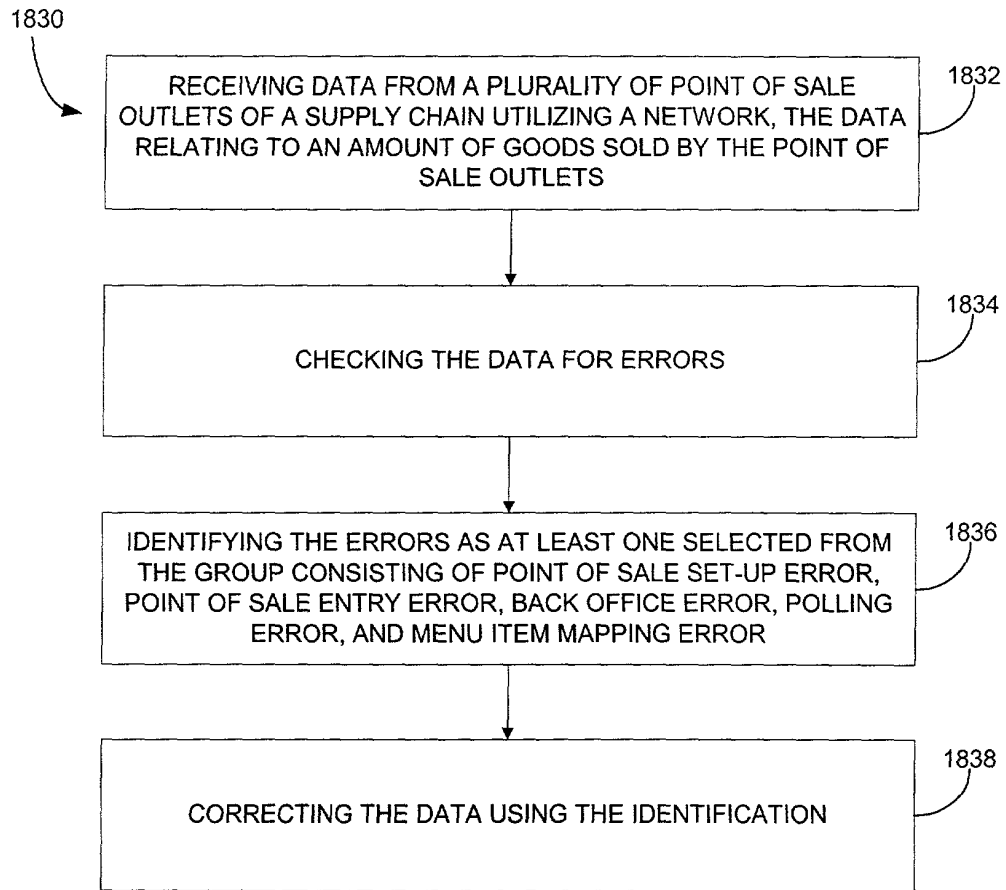


FIG. 18

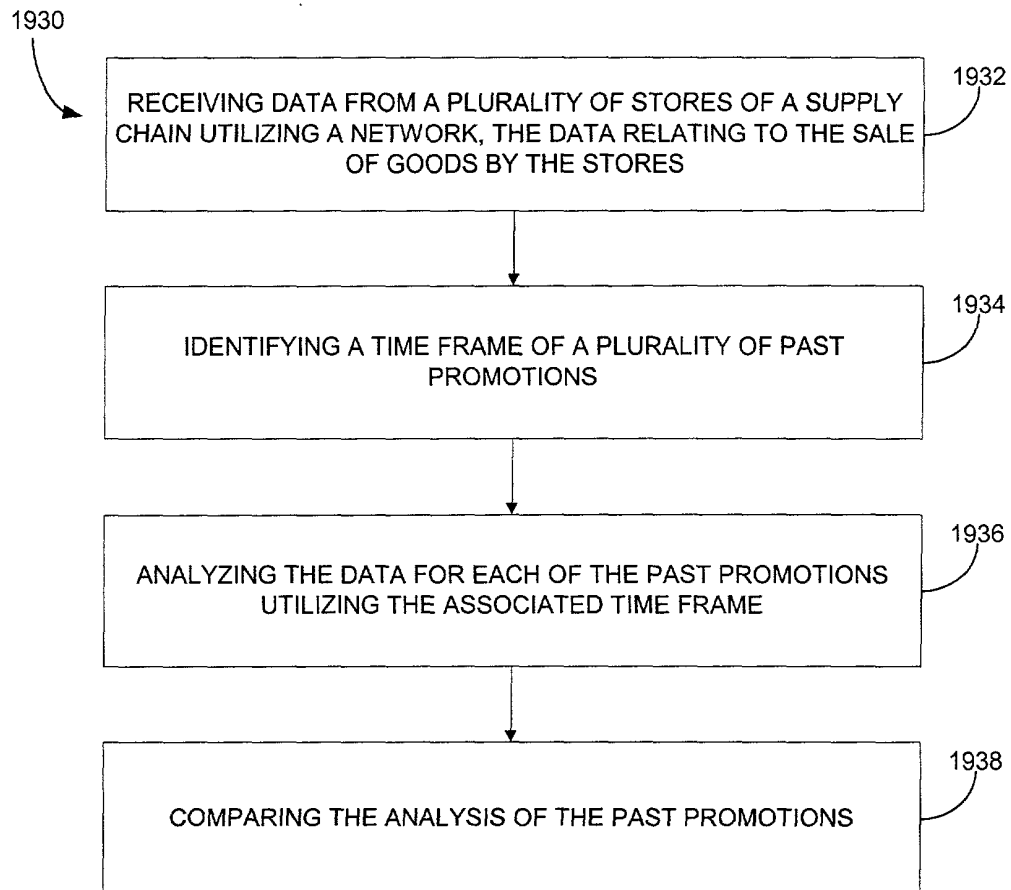


FIG. 19

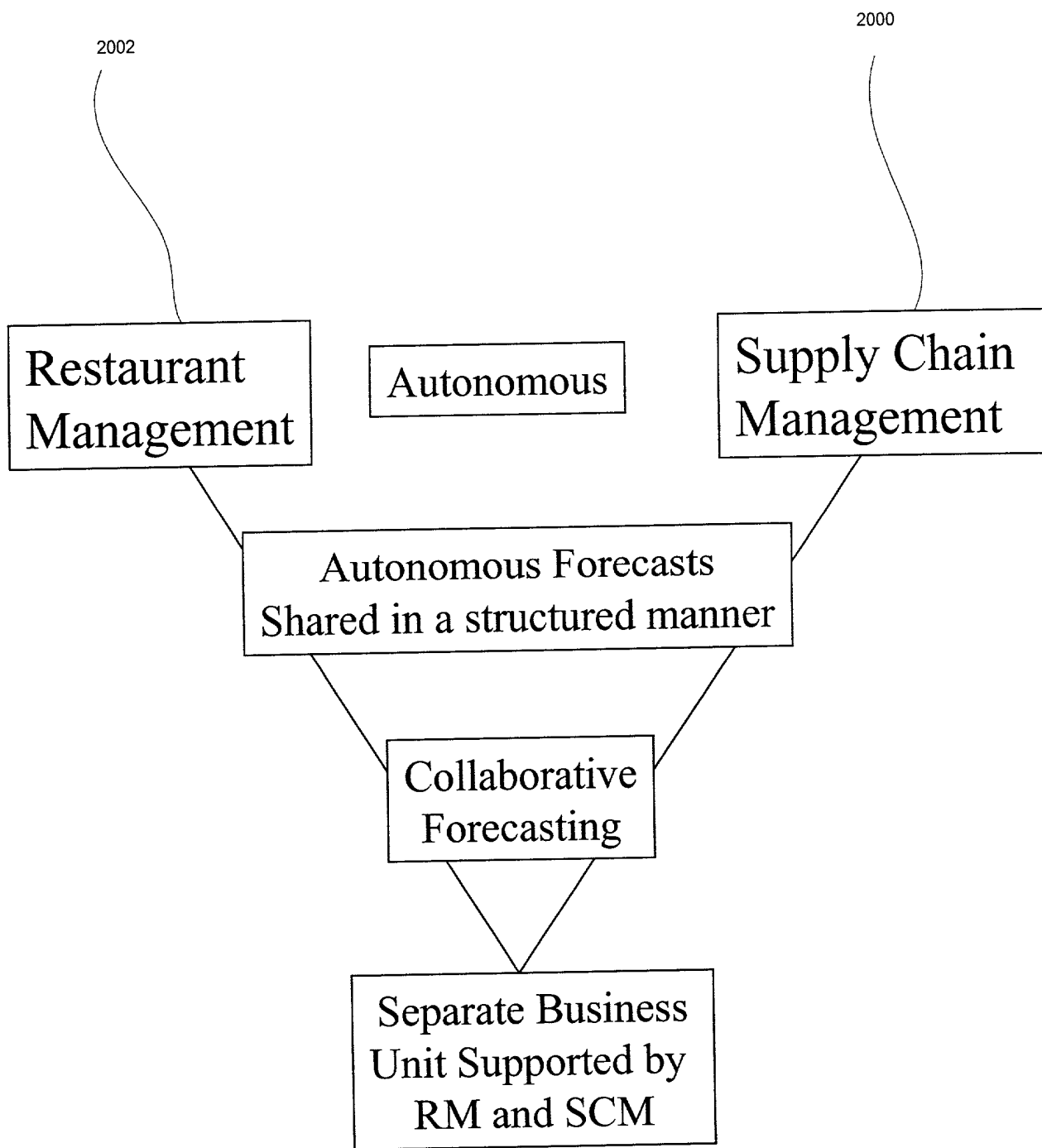


Fig. 20

2102

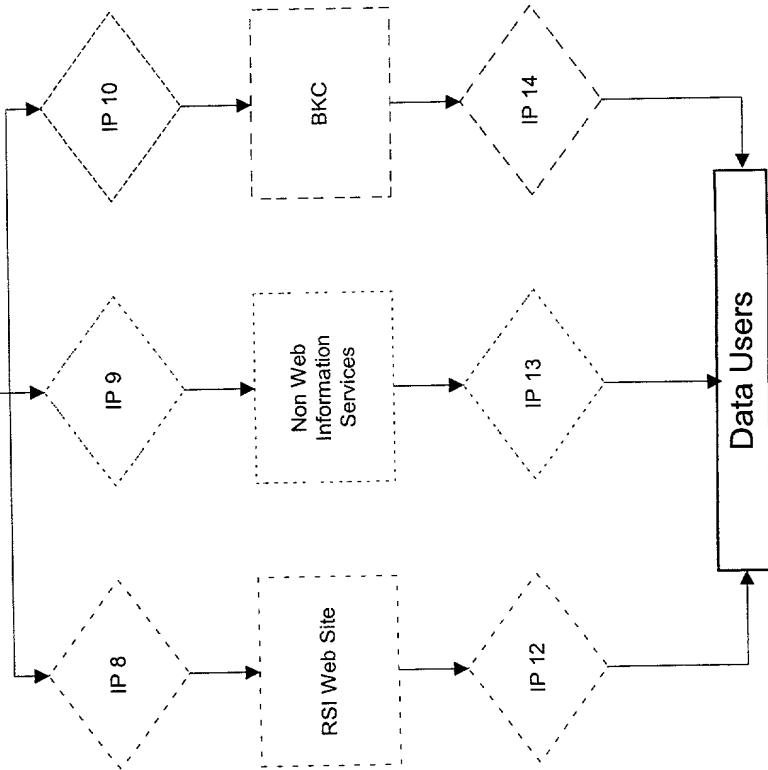
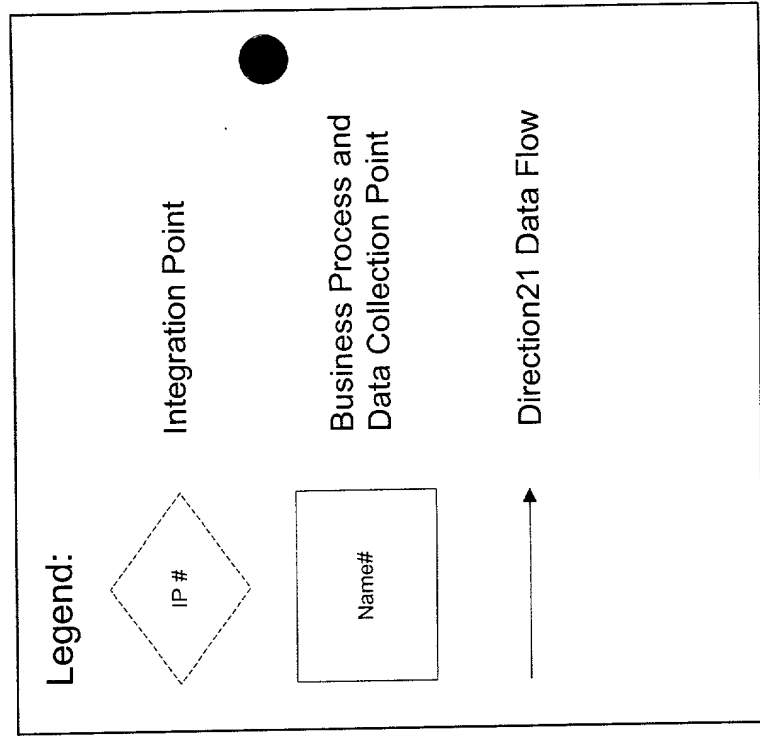
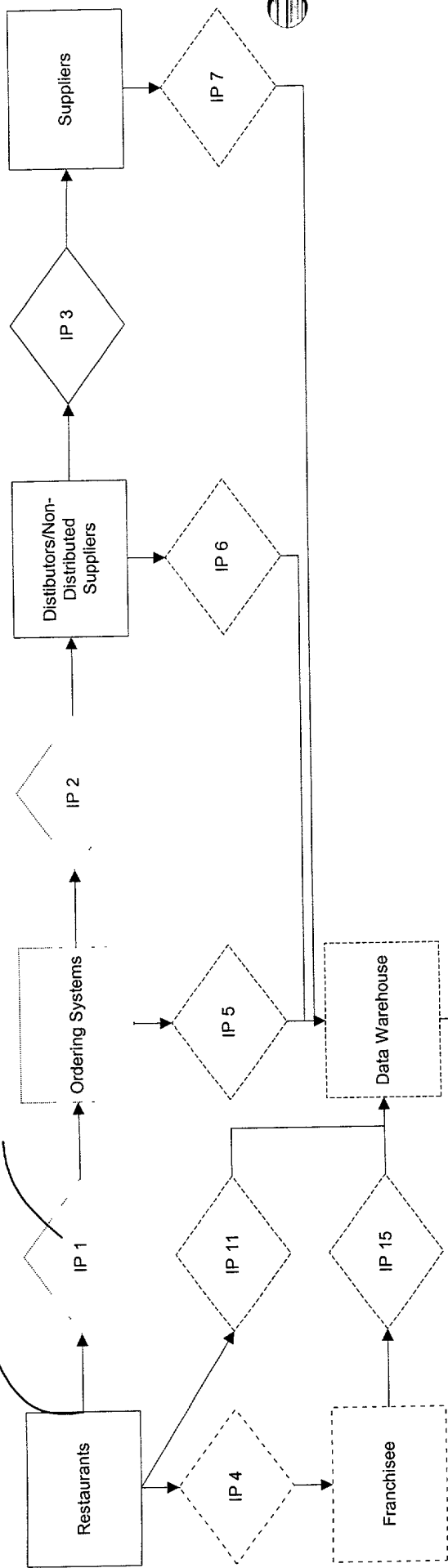


Fig. 21

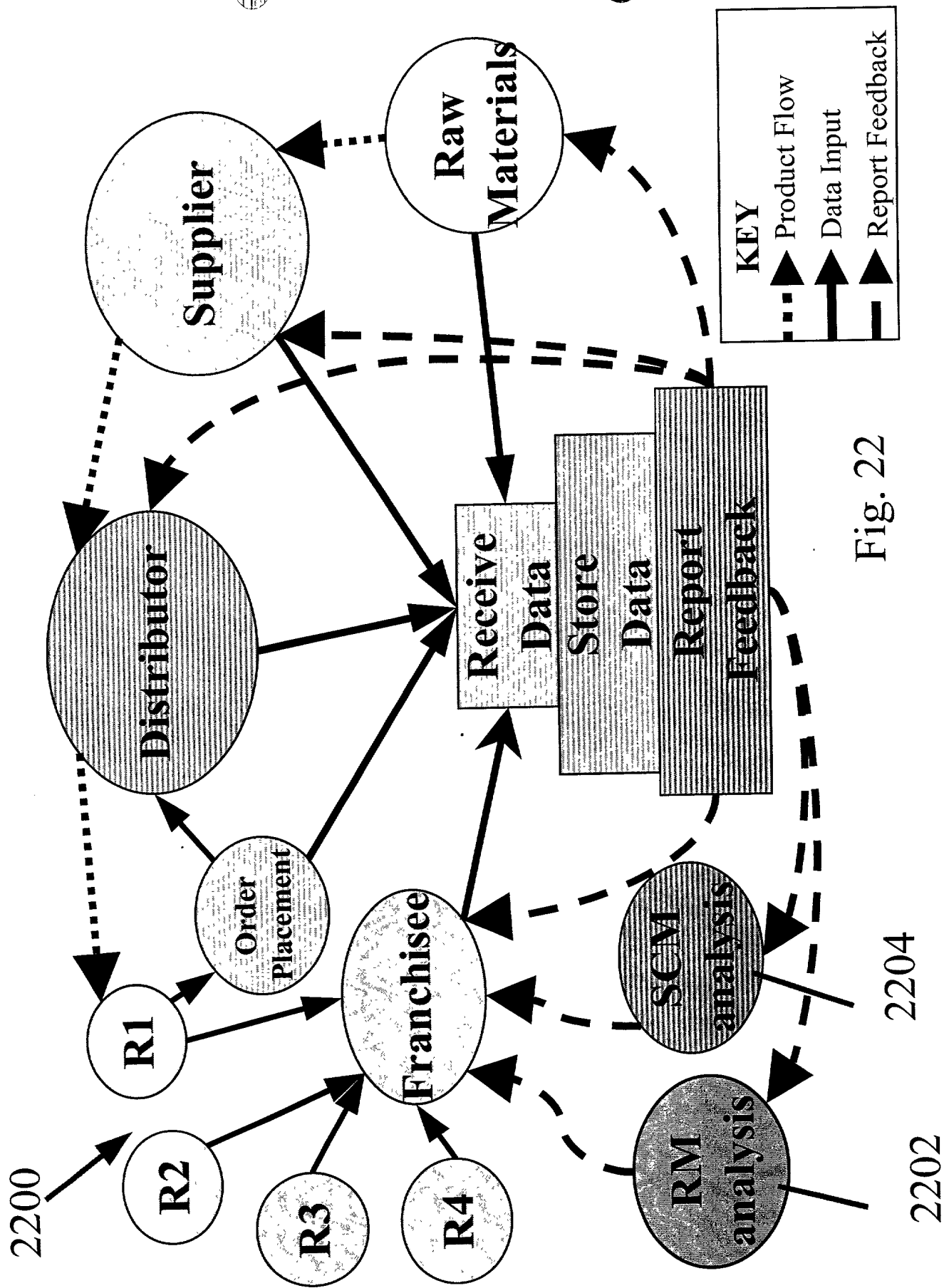


Fig. 22

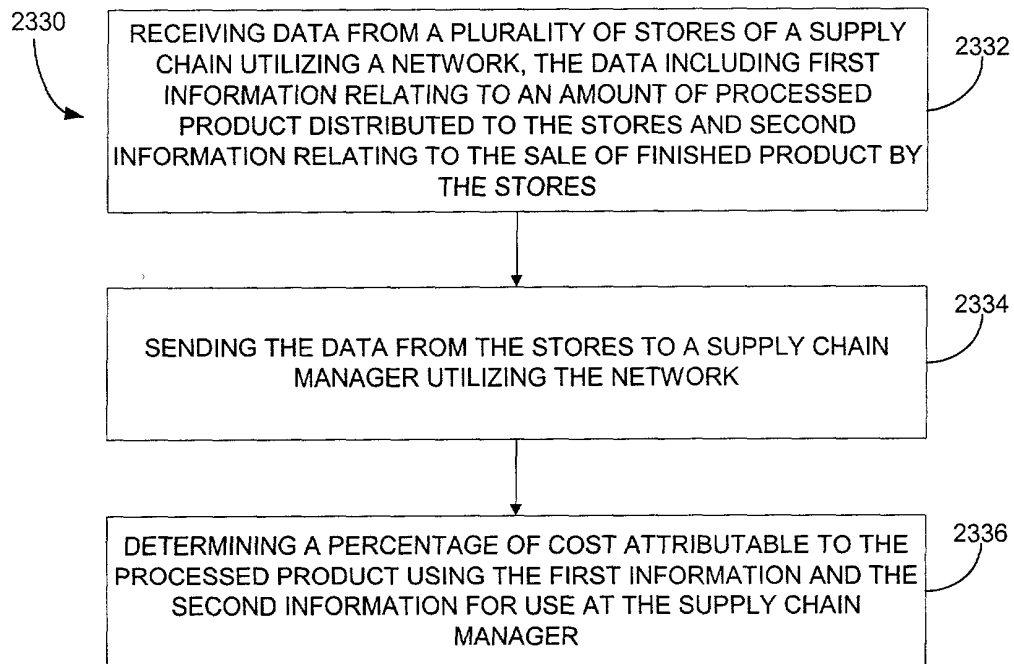


FIG. 23

FIG. 24

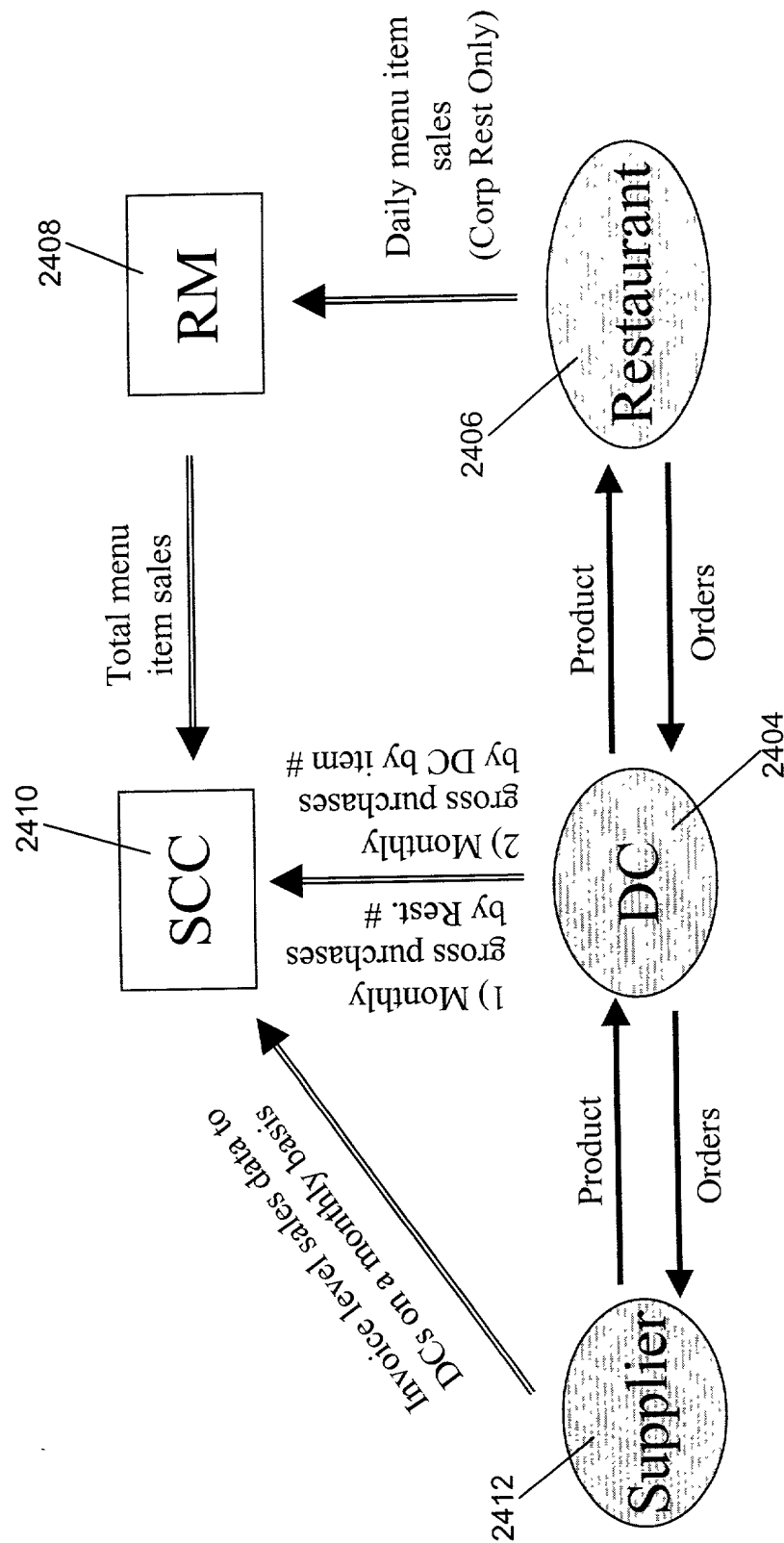


FIG. 25

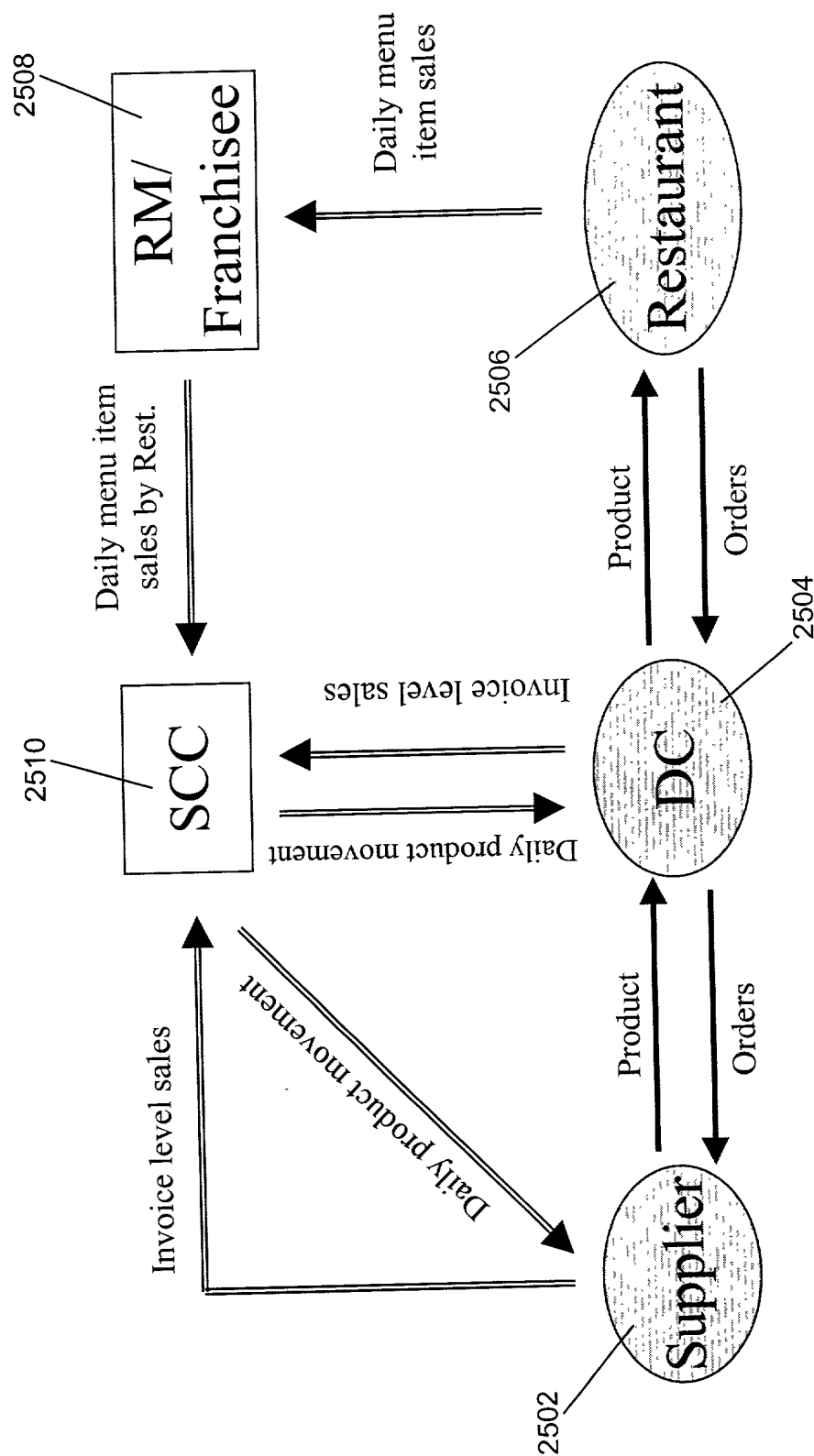


FIG. 26

FIG. 20

2600

2602

2604

Sales Forecast Worksheet - System

| Week | History | | | | | | | | Forecast | | | | | | | |
|--------------------------------------------------|---------|-------|------|------|------|------|-------|-------|----------|-------|-------|-------|-------|-------|------|-------|
| | Q1 | Q2 | W-6 | W-5 | W-4 | W-3 | W-2 | W-1 | W+1 | W+2 | W+3 | W+4 | W+5 | W+6 | Q3 | Q4 |
| GRPs | | | | | | | | | | | | | | | | |
| Ntn'l Marketing Theme | | | | | | | | | | | | | | | | |
| Advertising Score | | | | | | | | | | | | | | | | |
| Local Considerations | | | | | | | | | | | | | | | | |
| Competition Index | | | | | | | | | | | | | | | | |
| Weather Index | | | | | | | | | | | | | | | | |
| Seasonality Index | | | | | | | | | | | | | | | | |
| Sales History/Forecast Total (\$/store) | | | | | | | | | | | | | | | | |
| Key Products by Menu Item (units/day/store) | | | | | | | | | | | | | | | | |
| WHOPPERS | 437 | 327 | 203 | 207 | 193 | 234 | 297 | 282 | 300 | 344 | 358 | 394 | 413 | 409 | 284 | 327 |
| WHOPPERS W/CHEESE | 208 | 172 | 143 | 140 | 135 | 155 | 196 | 172 | 163 | 172 | 179 | 196 | 206 | 204 | 143 | 164 |
| YWVM WHOPPERS | 805 | 723 | 701 | 692 | 623 | 760 | 921 | 829 | 900 | 943 | 829 | 912 | 958 | 948 | 707 | 813 |
| etc..... | | | | | | | | | | | | | | | | |
| Key Products by Inventory Item (cases/day/store) | | | | | | | | | | | | | | | | |
| Beef-Whopper 4.0 oz | 10.1 | 8.5 | 7.3 | 7.2 | 6.6 | 8.0 | 9.8 | 8.9 | 9.5 | 10.1 | 9.5 | 10.4 | 11.0 | 10.8 | 7.9 | 9.1 |
| Cheese-American Sliced | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | 0.3 | 0.2 | 0.2 |
| Mayo-bulk | 2.8 | 2.4 | 2.0 | 2.0 | 1.9 | 2.2 | 2.8 | 2.5 | 2.7 | 2.8 | 2.7 | 2.9 | 3.1 | 3.0 | 2.2 | 2.5 |
| Pickles - Pail | 1.8 | 1.5 | 1.3 | 1.3 | 1.2 | 1.4 | 1.7 | 1.6 | 1.7 | 1.8 | 1.7 | 1.8 | 1.9 | 1.9 | 1.4 | 1.6 |
| Wrap Whopper | 0.4 | 0.3 | 0.3 | 0.3 | 0.2 | 0.3 | 0.4 | 0.3 | 0.3 | 0.4 | 0.3 | 0.4 | 0.4 | 0.4 | 0.3 | 0.3 |
| Ketchup- Bulk | 1.9 | 1.6 | 1.4 | 1.4 | 1.2 | 1.5 | 1.8 | 1.7 | 1.8 | 1.9 | 1.8 | 2.0 | 2.1 | 2.0 | 1.5 | 1.7 |
| Bun-Whopper 5" (dozen) | 120.8 | 101.8 | 87.3 | 86.6 | 79.3 | 95.8 | 117.8 | 106.9 | 113.6 | 121.6 | 113.8 | 125.2 | 131.4 | 130.1 | 94.5 | 108.7 |
| Lettuce - shredded | 3.4 | 2.9 | 2.5 | 2.4 | 2.2 | 2.7 | 3.3 | 3.0 | 3.2 | 3.4 | 3.2 | 3.5 | 3.7 | 3.7 | 2.7 | 3.1 |
| Tomatoes | 4.5 | 3.8 | 3.3 | 3.2 | 3.0 | 3.6 | 4.4 | 4.0 | 4.3 | 4.6 | 4.3 | 4.7 | 4.9 | 4.9 | 3.5 | 4.1 |
| Onions - sliced | 4.5 | 3.8 | 3.3 | 3.2 | 3.0 | 3.6 | 4.4 | 4.0 | 4.3 | 4.6 | 4.3 | 4.7 | 4.9 | 4.9 | 3.5 | 4.1 |
| etc... | | | | | | | | | | | | | | | | |

2600

2602

2604

FIG. 27

2700

Promotional Monitor - System & Regional

| | | History | | | | Week #1 | | | | | | | |
|--------------------------------------------------------------------------|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 | Total |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week) | | | | | | | | | | | | | |
| Category | Segment | | | | | | | | | | | | |
| Whopper | WHOPPERS | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 | 286 |
| | WHOPPERS W/CHEESE | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 | 165 |
| | YVWM WHOPPERS | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 | 857 |
| Whopper Total | | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 | 1,309 |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% | 6.5% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% | 6.6% |
| | YVWM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% | 7.7% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% | 6.9% |

2702

FIG. 28

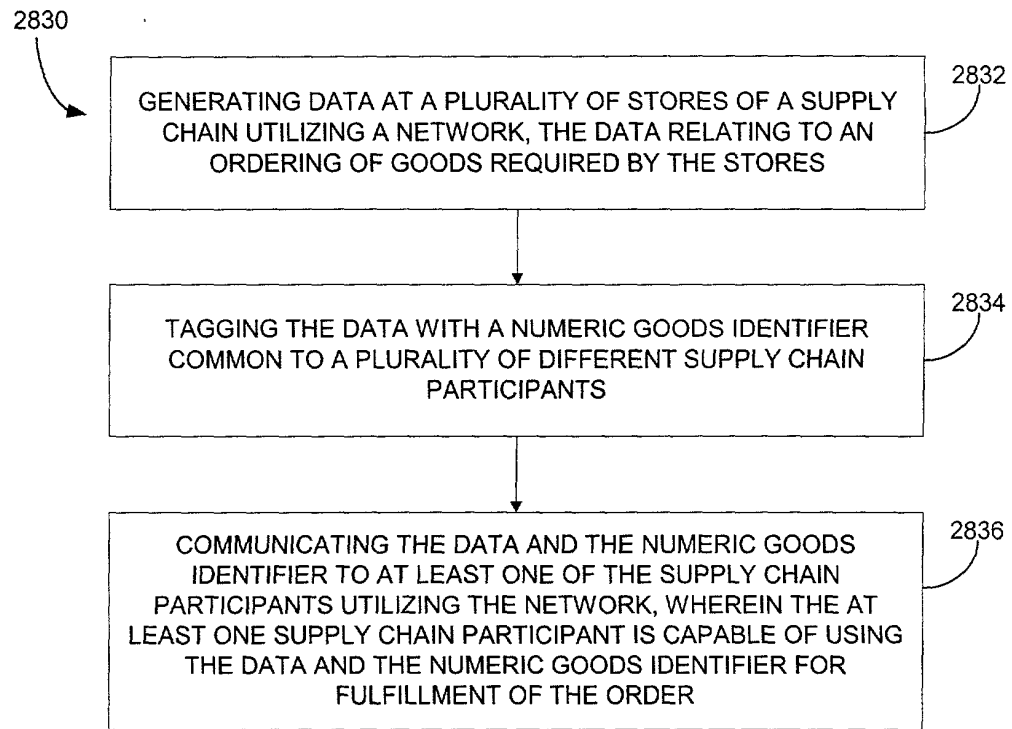


FIG. 28

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases: | 154 | 68 | 62 | 284 | | 568 |
| Percent | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | 0.86% |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases: | 990 | 70 | | 1060 |
| Percent: | 1.51% | 0.11% | 0.00% | 1.61% |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

| | |
|--------------------------|-------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|--------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

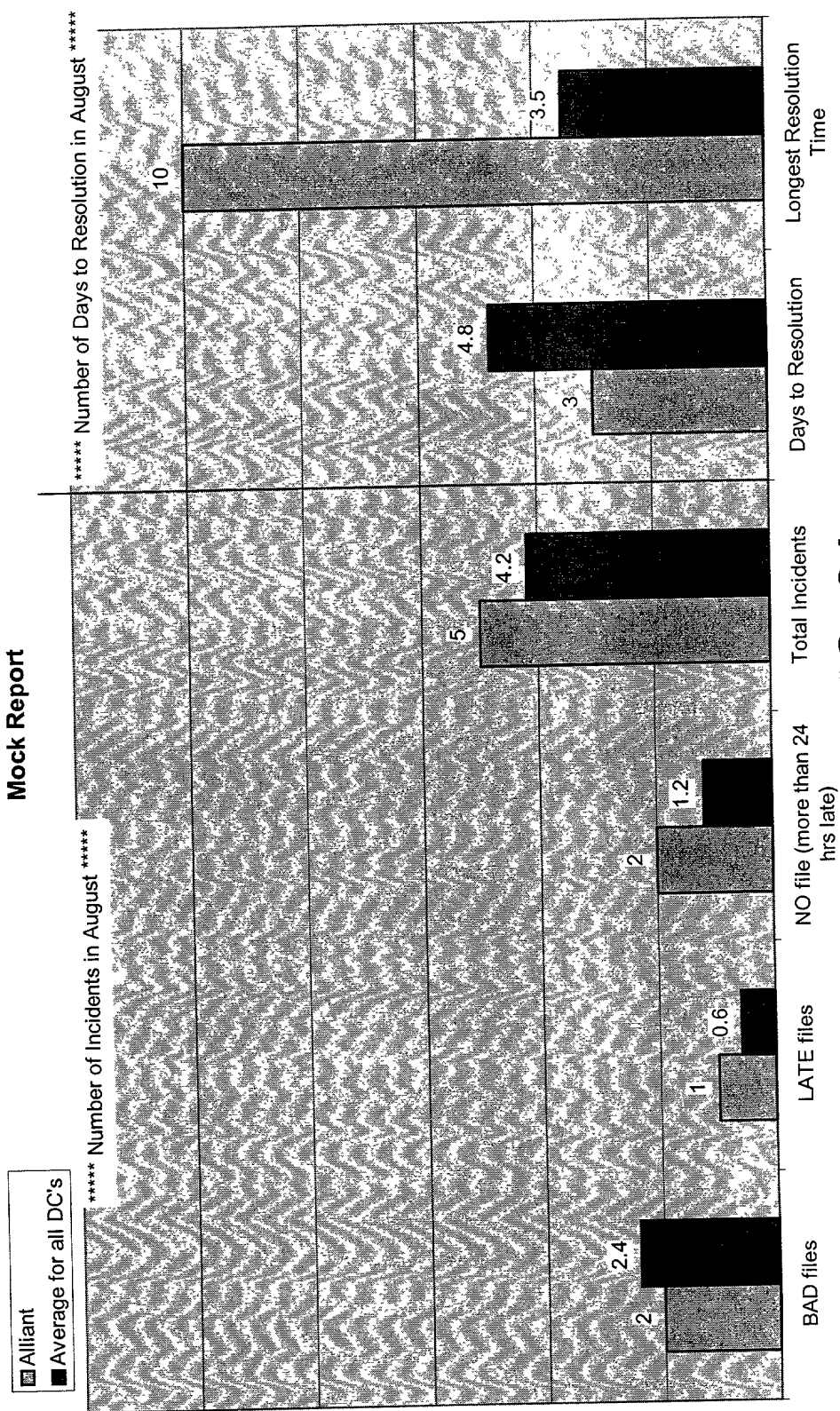


FIG. 31

3200



Service Level Reporting August

| | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah | 99.14% | 90.06% | |
| Alliant-Topeka | | | |
| Alliant-Wixom | 99.05% | 98.71% | |
| King-Atlanta | 99.34% | 92.91% | 76.70% |
| King-Jacksonville | 98.65% | 98.58% | 80.90% |
| King-Louisville | 99.78% | 94.53% | 86.98% |
| Maines 29, Conklin | 99.41% | | 79.25% |
| Maines 30, Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | 99.88% | | 79.83% |
| MBM Fullerton | 99.13% | 84.15% | #DIV/0! |
| MBM Lewisville | 98.51% | 92.88% | #DIV/0! |
| MBM Orlando | 99.78% | 93.60% | #DIV/0! |
| MBM Rocky Mount | 99.13% | 92.46% | #DIV/0! |
| McCabe's | 99.80% | 99.72% | 96.34% |
| McLane Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | 99.60% | 96.04% | 85.37% |
| PFD Supply | 99.16% | 90.79% | 80.12% |
| PFG Victoria | | | |
| PYA/Monarch | 99.42% | #DIV/0! | |
| Reinhart Cedar Rapids | 99.20% | 97.79% | |
| Reinhart-Oak Creek | 99.05% | 98.65% | |
| Reinhart-Rogers | 99.31% | 93.68% | |
| Restaurants NW | 99.50% | 95.48% | |
| Shamrock Commerce City | 99.03% | 98.07% | 80.47% |
| Shamrock Phoenix | 99.54% | 94.86% | 85.13% |
| Sygma Harrisburg | 98.81% | 93.88% | |
| Sygma Stockton | 99.68% | | |
| Sysco | 99.68% | 100.00% | 82.47% |

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 99.50% | 90.00% | 80.00% |

| |
|---------------------|
| OK |
| Didn't meet RSI Min |
| Didn't meet BK Min |

FIG. 32

FIG. 33

3300

XYZ Company

Aug-00

3300

Vendor:

Time Period:

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

| |
|------|
| 4 |
| 95% |
| 1.7 |
| 95% |
| 0.93 |

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

| |
|-----------|
| 12 |
| \$ 30,152 |
| \$ 3,594 |
| \$ 33,746 |

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

| |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

Inventory Management:

Average Days On Hand

SKU #1
SKU #2

| |
|----|
| 19 |
| 22 |

Max Days On Hand

SKU #1
SKU #2

| |
|----|
| 40 |
| 32 |

Monthly Carrying Cost

SKU #1
SKU #2

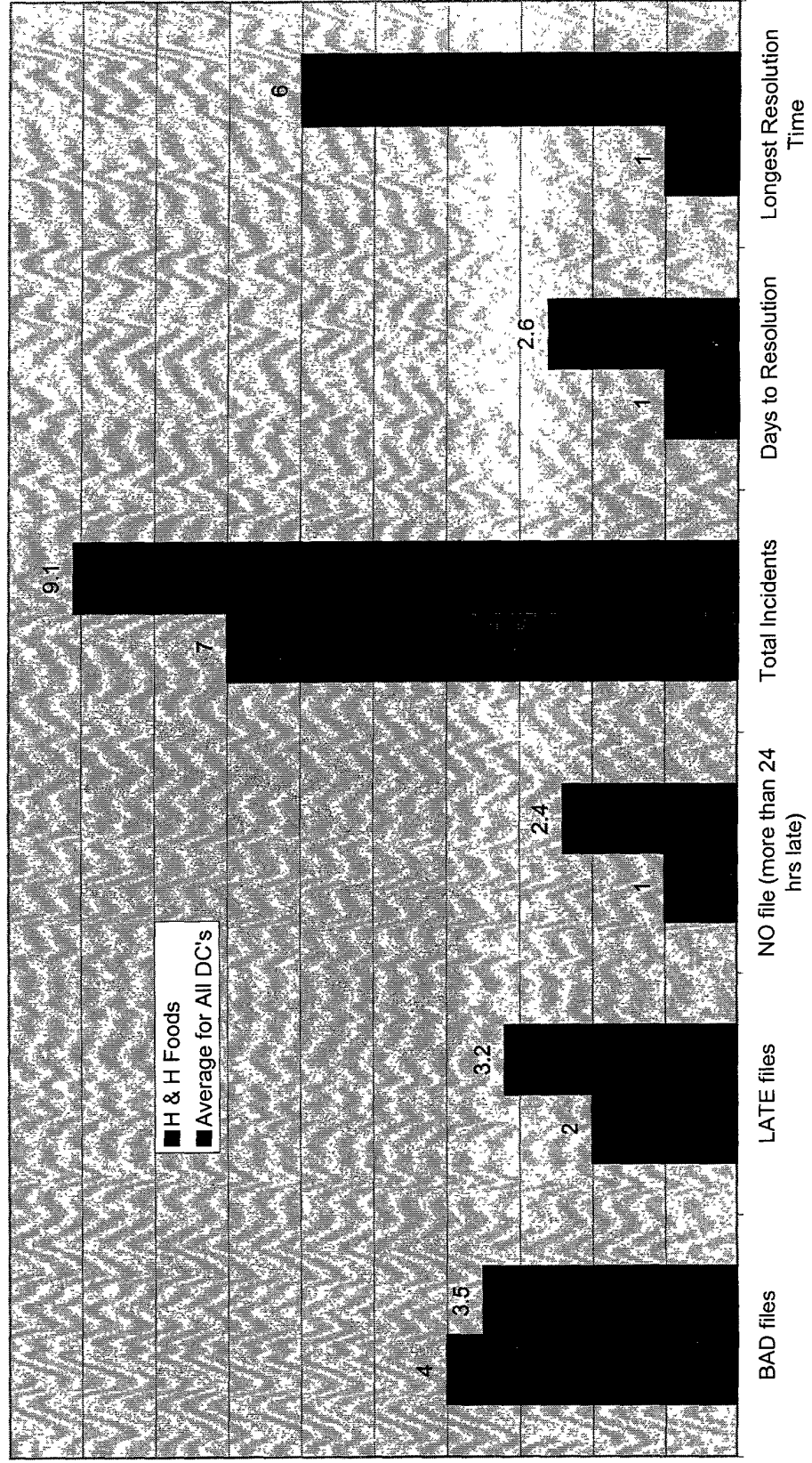
| |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25% |

Average as % FOB

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 ↗





3500

FIG. 35 Service Level Reporting November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | \$1,904 | | 2.33% |
| COMARK INSTRUMENTS, INC. | \$4,851 | | |
| WHITEFORD FOODS, INC. | \$0 | 97.3% | 2.41% |
| LEPAGE BAKERY / COUNTRY KITCHEN | \$3,700 | | |
| NCR-SYSTEMEDIA | \$0 | 92.1% | 2.18% |
| SIGNATURE MEATS GROUP | \$0 | | 1.94% |
| SCHWEBEL'S BAKING CO. | \$0 | 95.1% | 1.50% |
| MAJICUP | \$0 | | |
| MIRA PLASTICS | \$0 | | 1.25% |
| DIXIE PRODUCE & PACKAGING | | | |
| NOR-LAKE, INC. | \$0 | | 1.46% |
| FORT JAMES OPERATING COMPANY | \$0 | | 30% |
| FRESH ADVANTAGE, KC | | 98.6% | |
| SILVER KING - MN - CORP. | | | |
| TYSON FOODS | \$0 | | |
| READY ACCESS | | | 2.44% |
| GEORGIA PACIFIC TISSUE | | 94.8% | 2.51% |
| CLOUGHERTY PACKING | | | |
| BEVERAGE - AIR | \$0 | 93.4% | |
| COMPONENT HARDWARE GROUP, INC. | | | 2.08% |
| COCA - COLA USA | \$0 | | |
| TOASTMASTER | \$1,909 | 93.5% | 1.55% |
| GRANT COUNTY FOODS | | 96.3% | 2.20% |
| FRESH EXPRESS | \$0 | | |
| TAYLOR FARMS | | | 1.04% |
| MODULAR DISPENSING SYSTEM | \$0 | | |
| CENTURY PRODUCTS, LLC | \$2,428 | | |
| ROSE PACKING COMPANY | | 93.3% | 2.98% |

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |

3600



Mock Report/1

| | FY-01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|

Food Cost Index

| | | | | | | | | | |
|------------|-------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | 0.30 | | | | | | |
| Good/(Bad) | | | | | | | | | |

Total Dollar Purchases (in Millions) /2

| | | | | | | | | | |
|------------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.
/2 Based on FY 99 Sales Volumes

FIG. 36

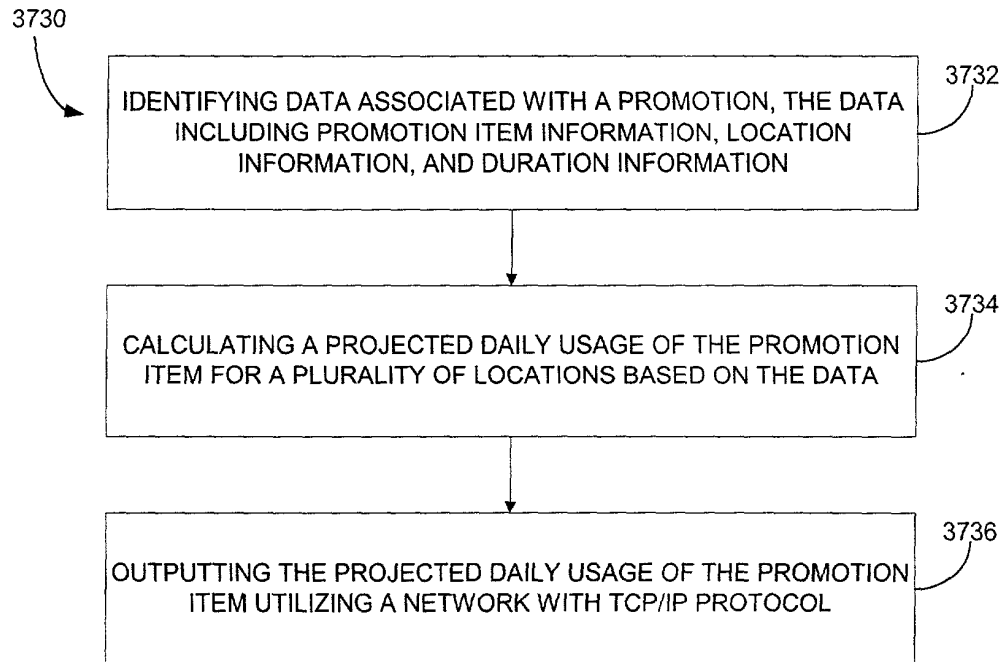


FIG. 37

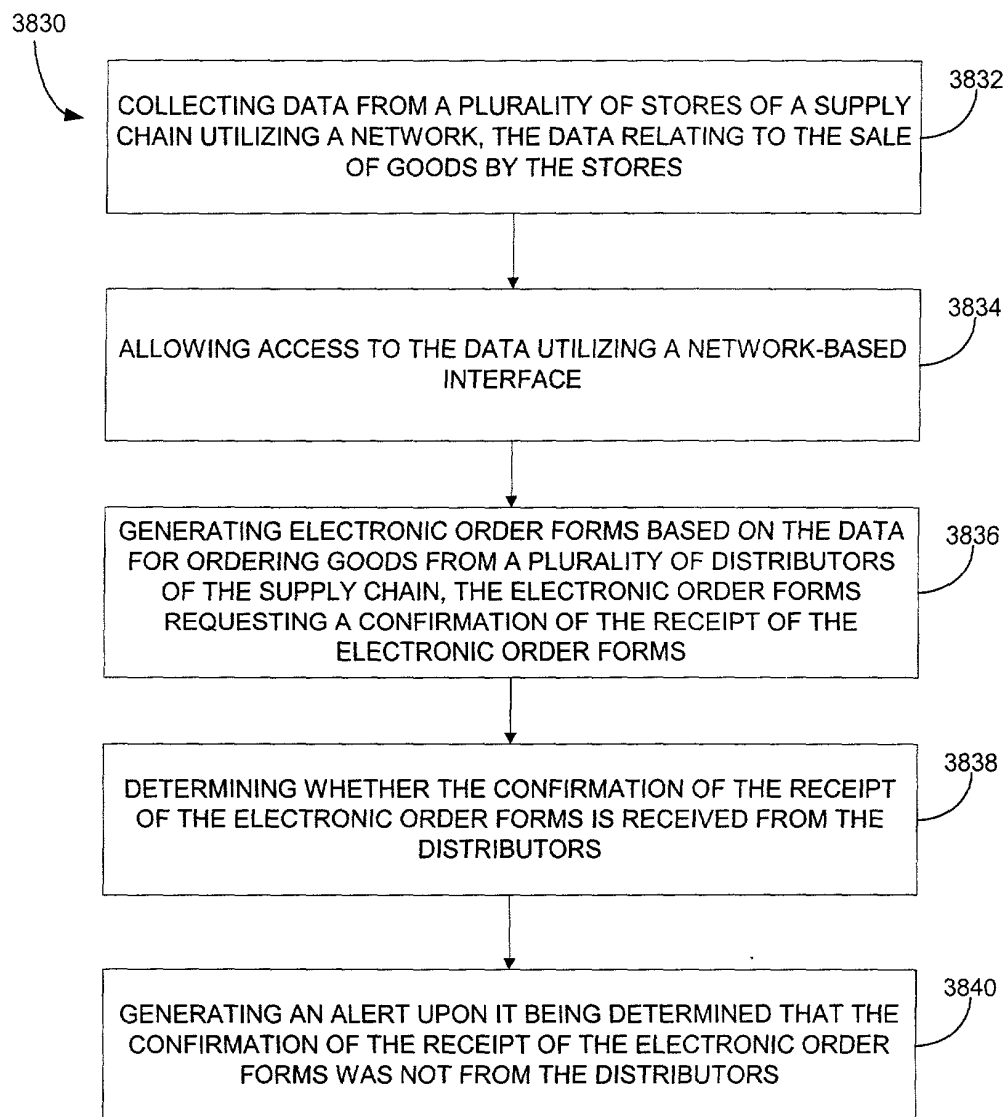


FIG. 38

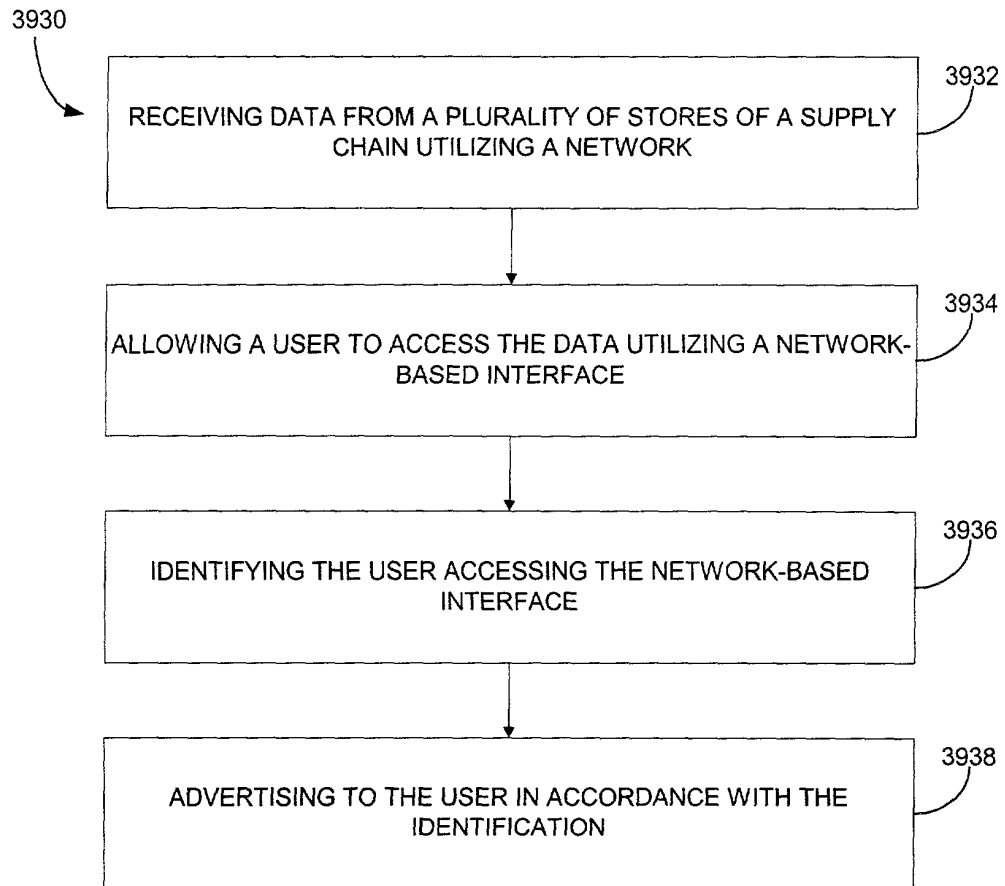


FIG. 39

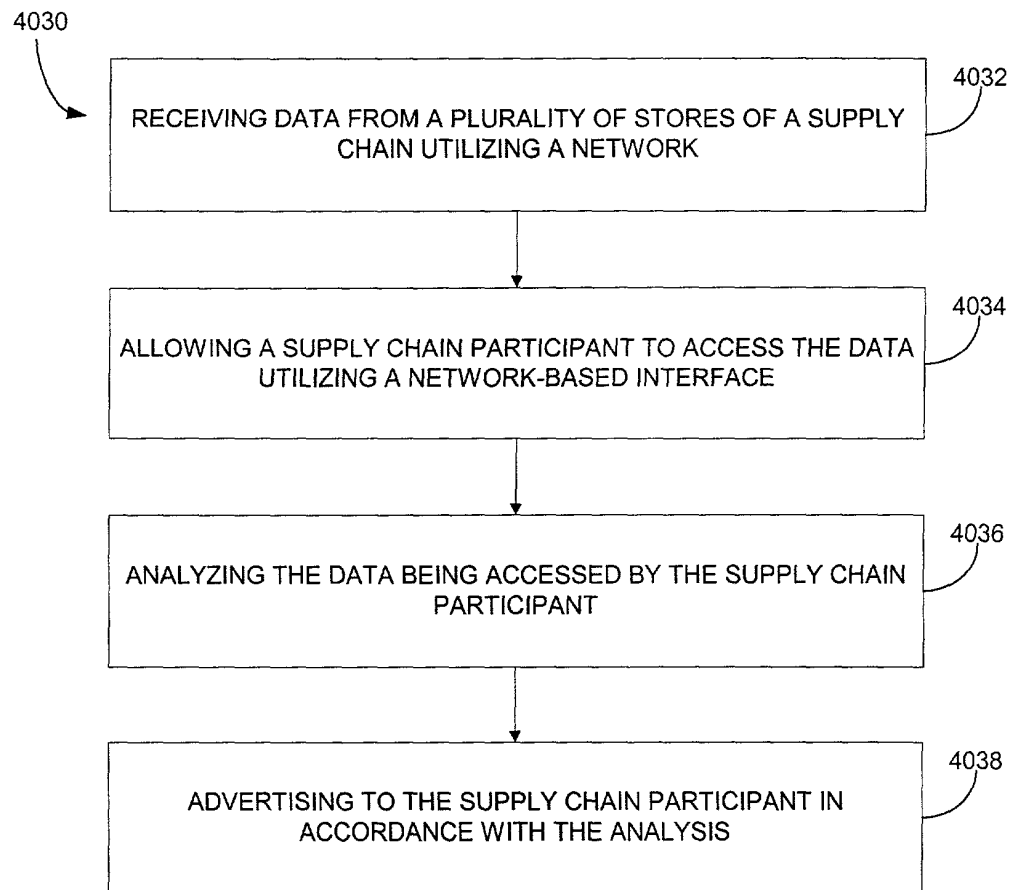


FIG. 40

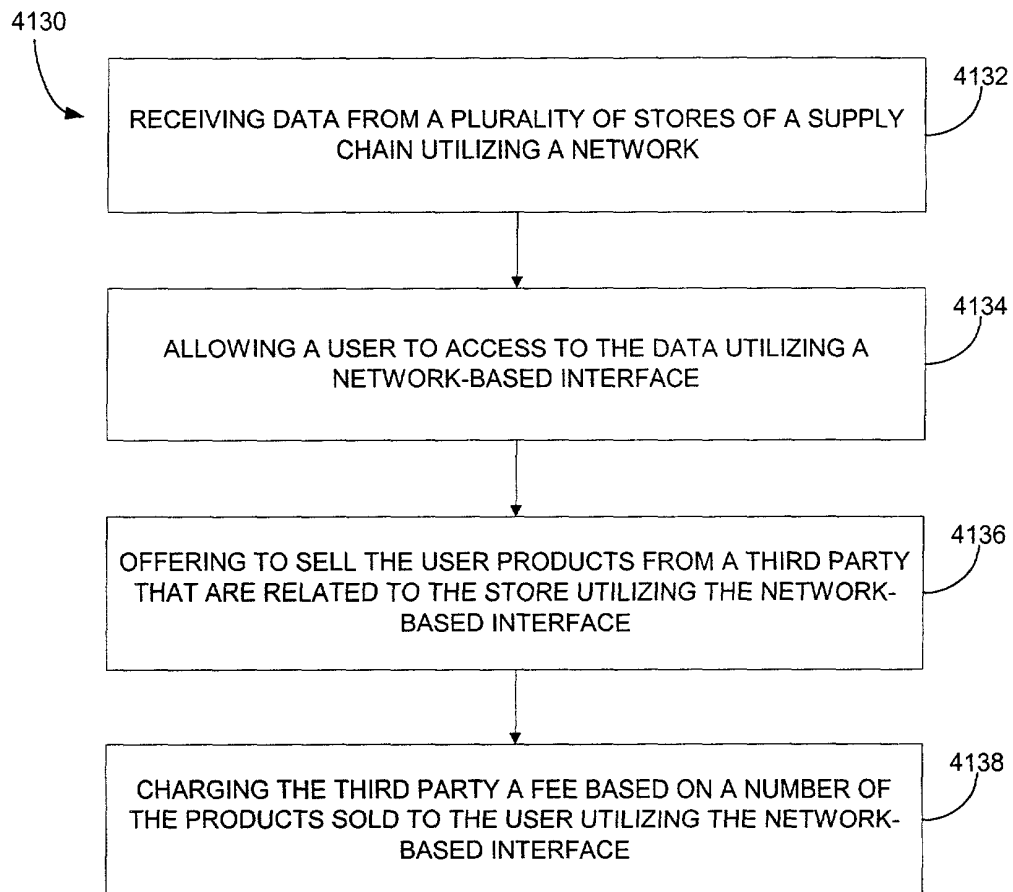


FIG. 41

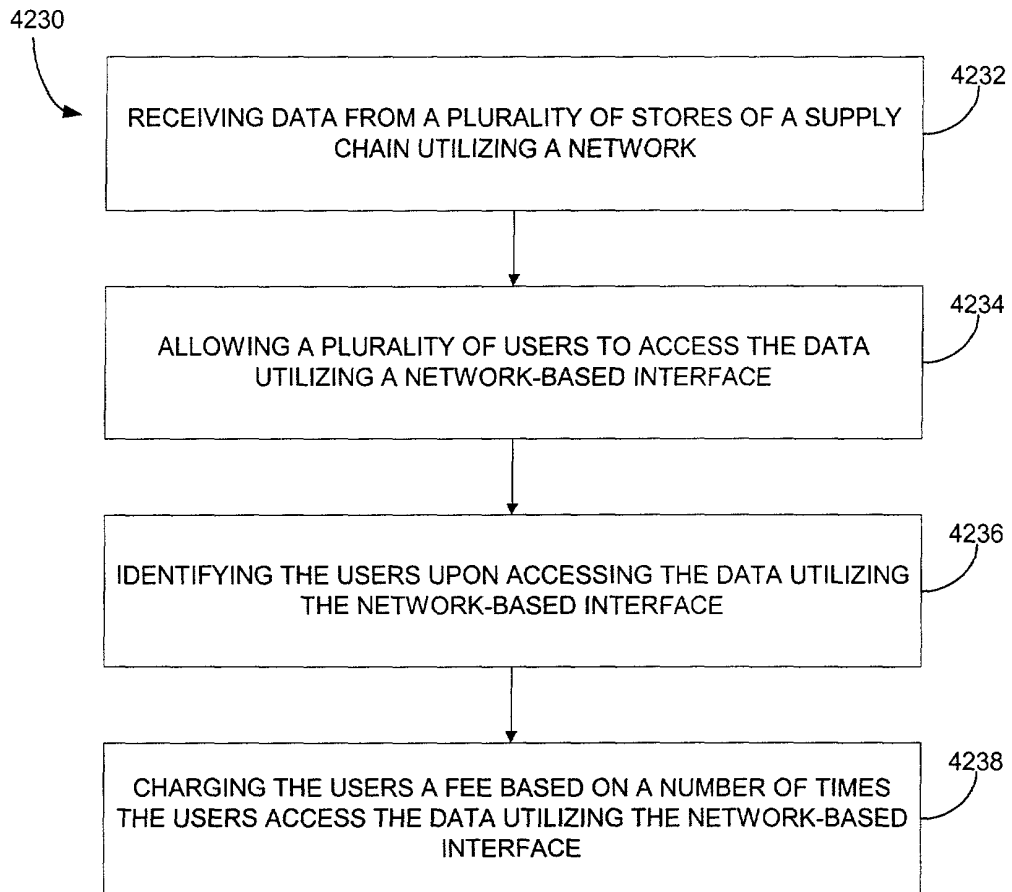


FIG. 42

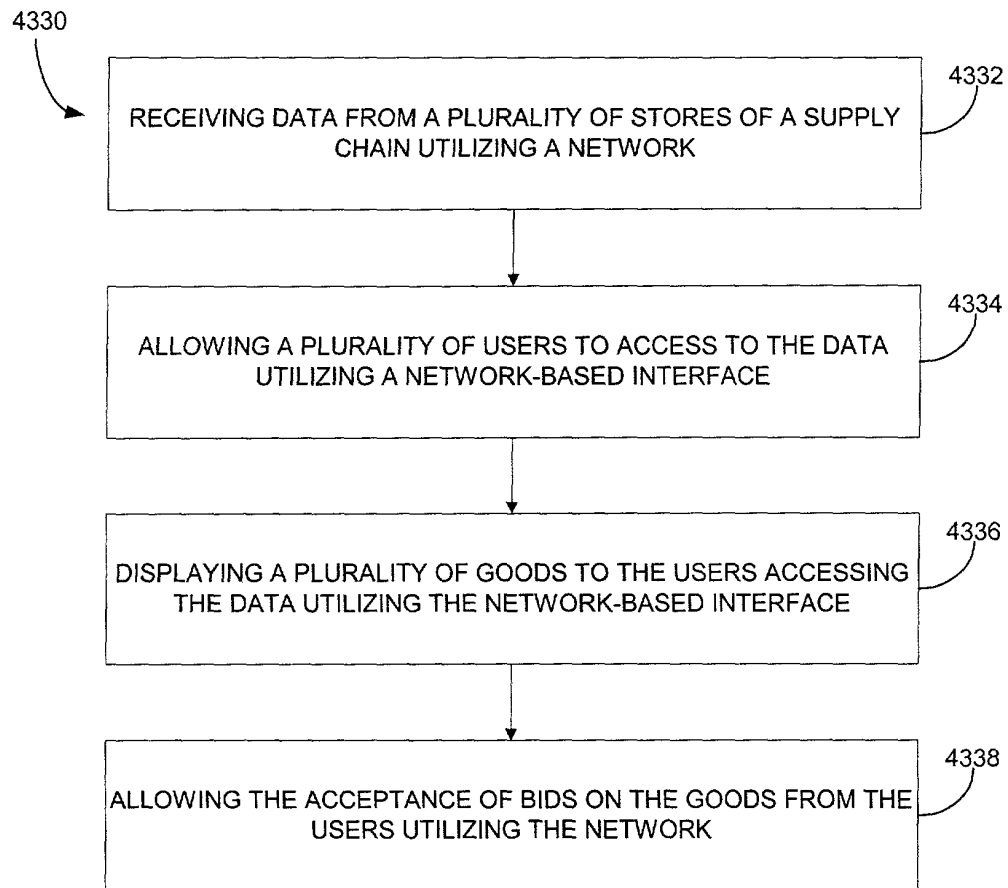


FIG. 43A

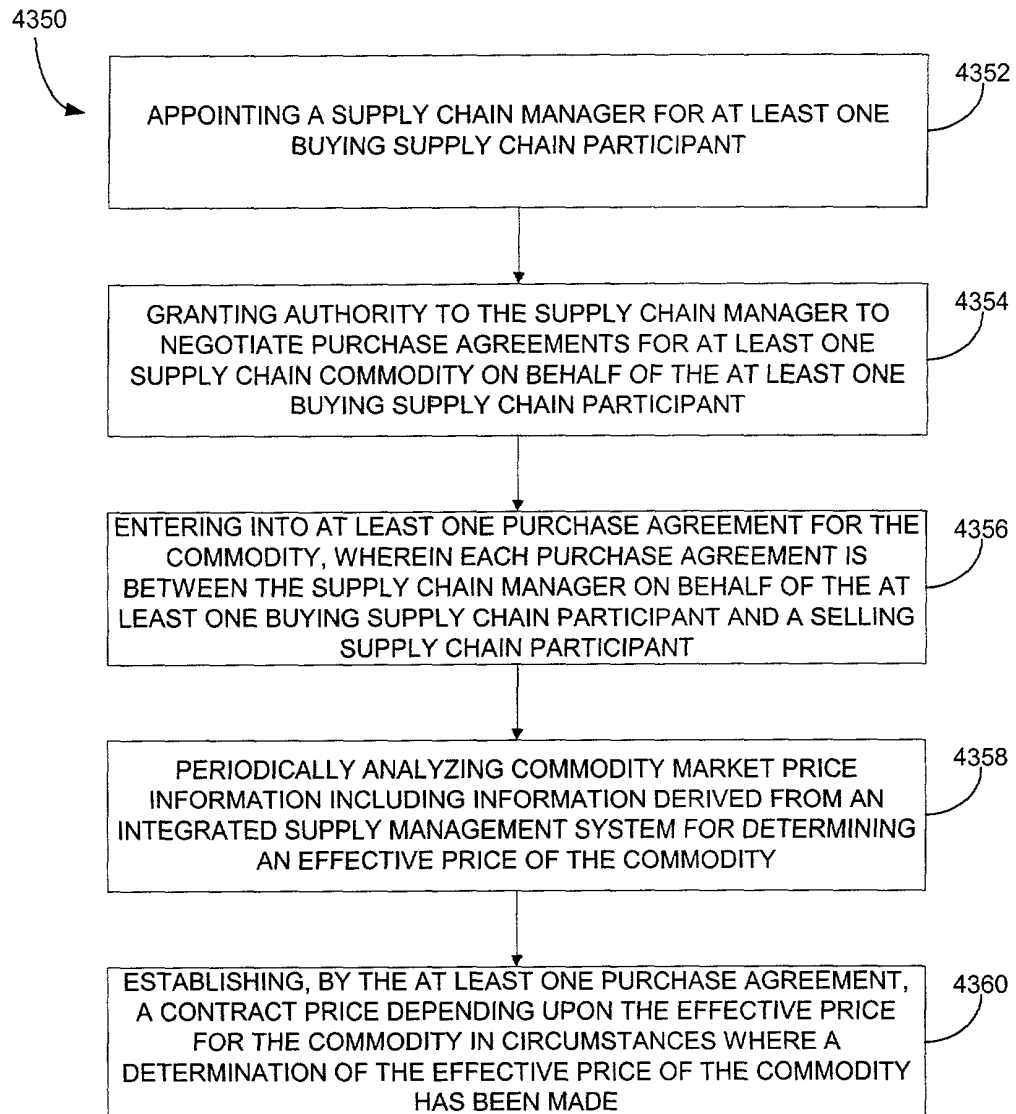


FIG. 43B

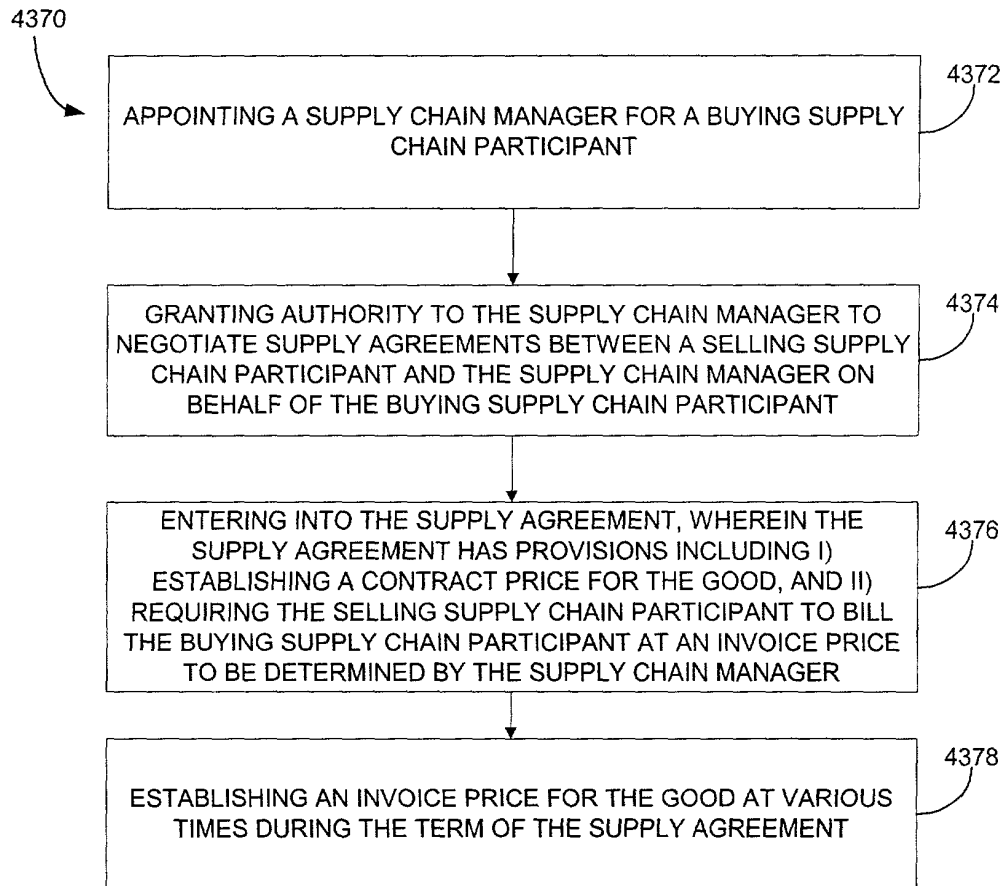


FIG. 43C

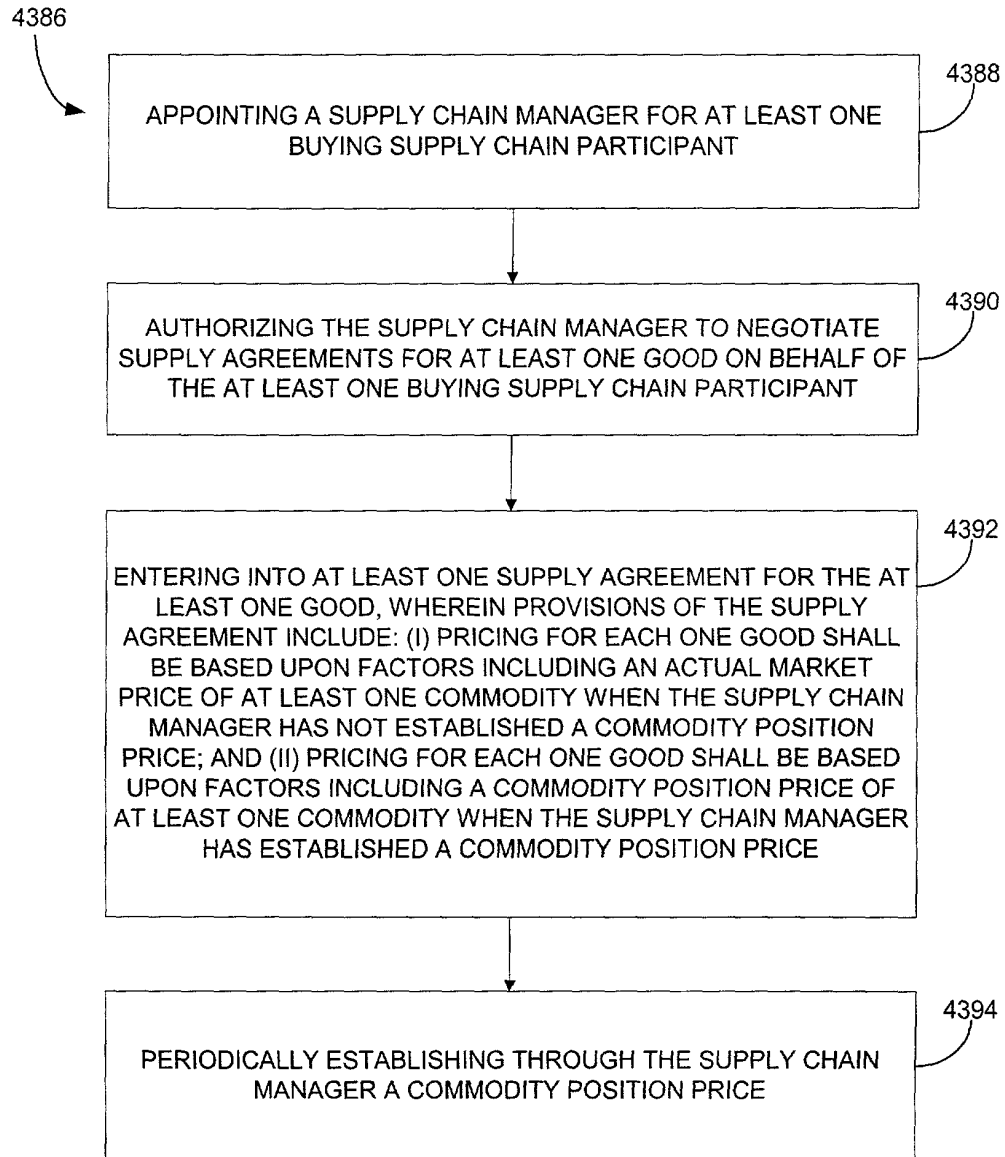


FIG. 43D

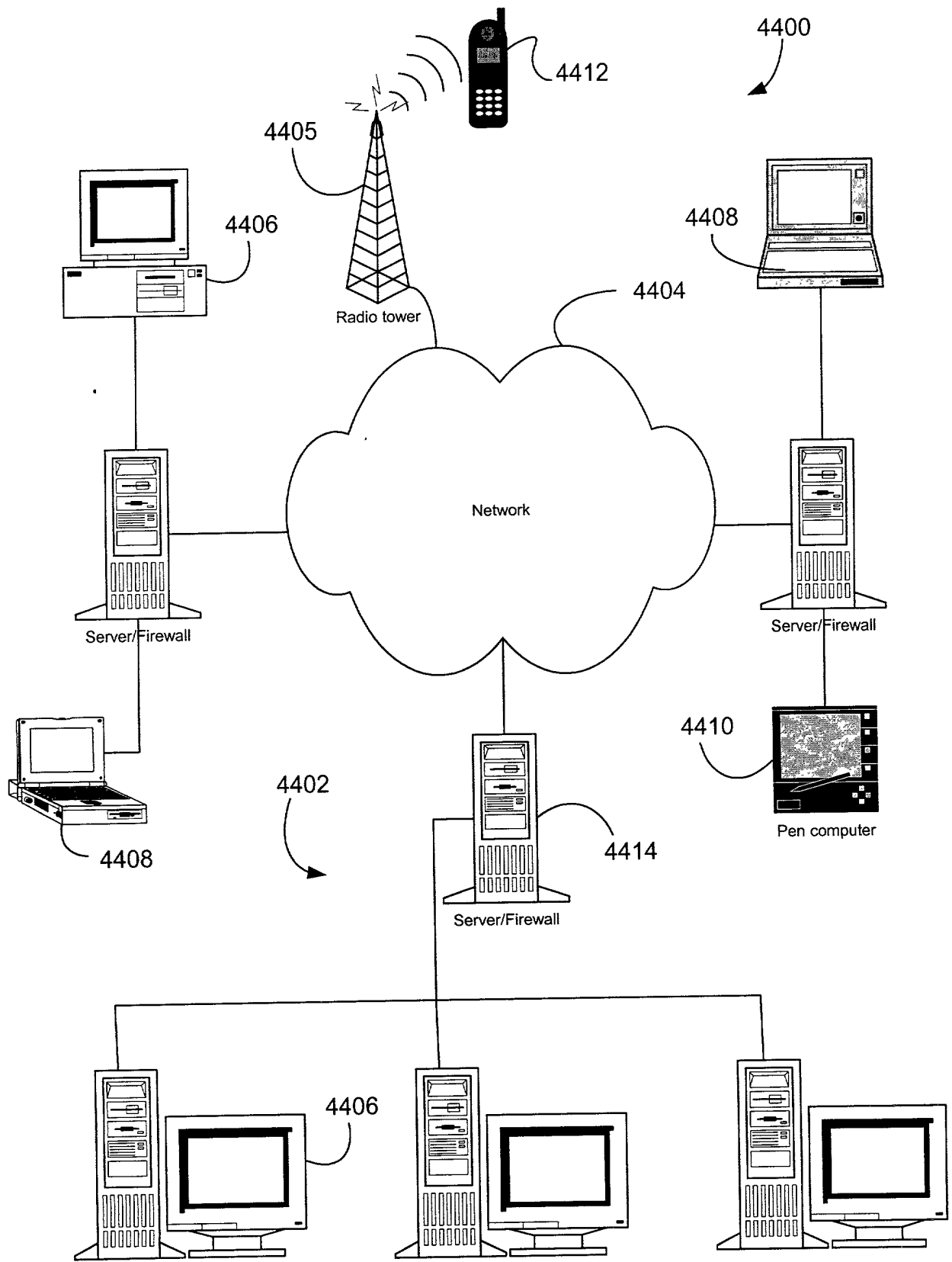


FIG. 44

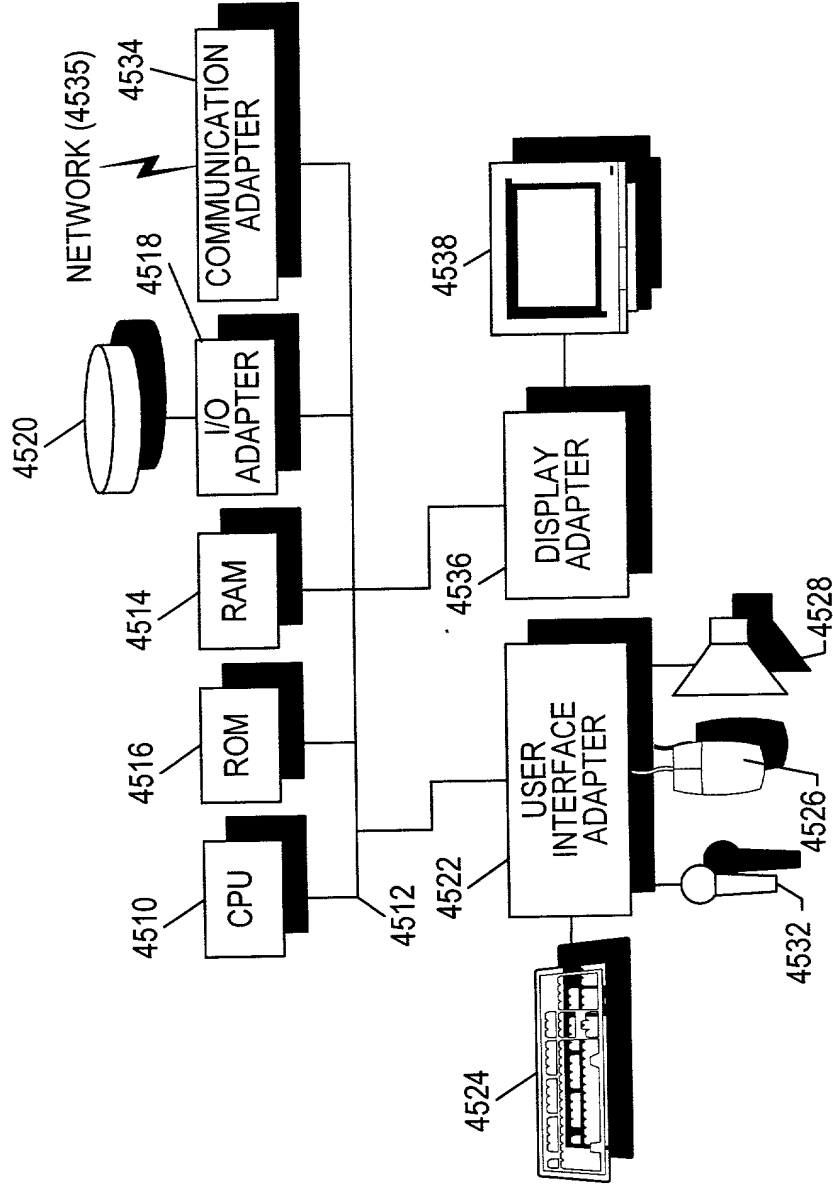


FIG. 45

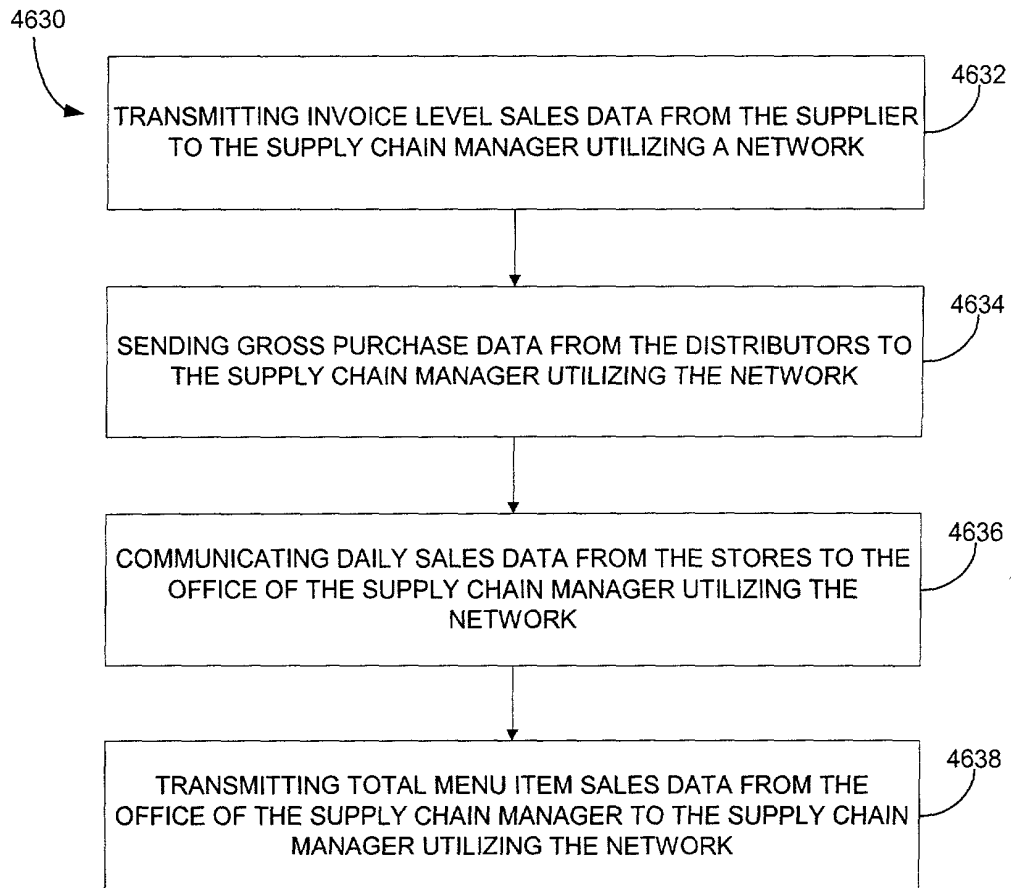


FIG. 46

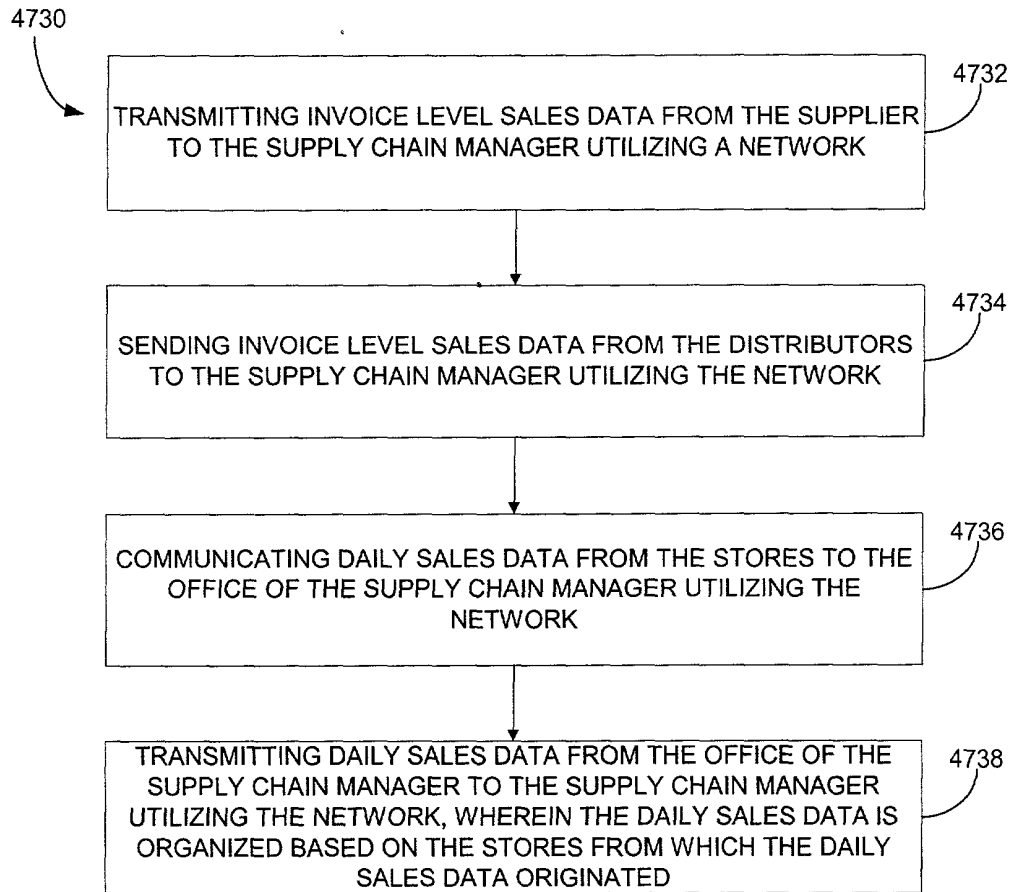


FIG. 47

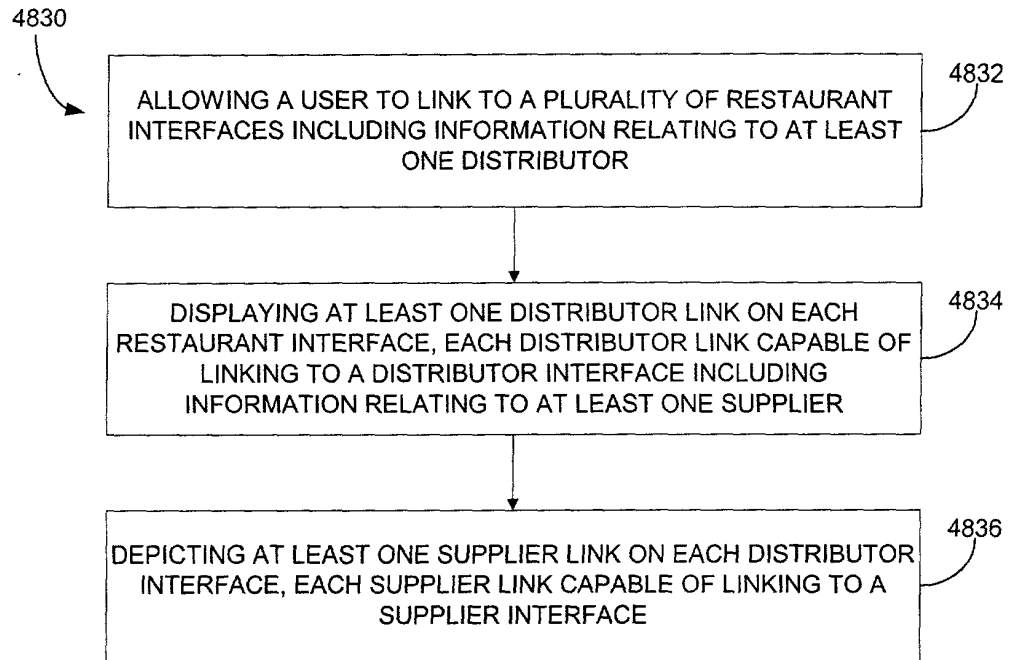
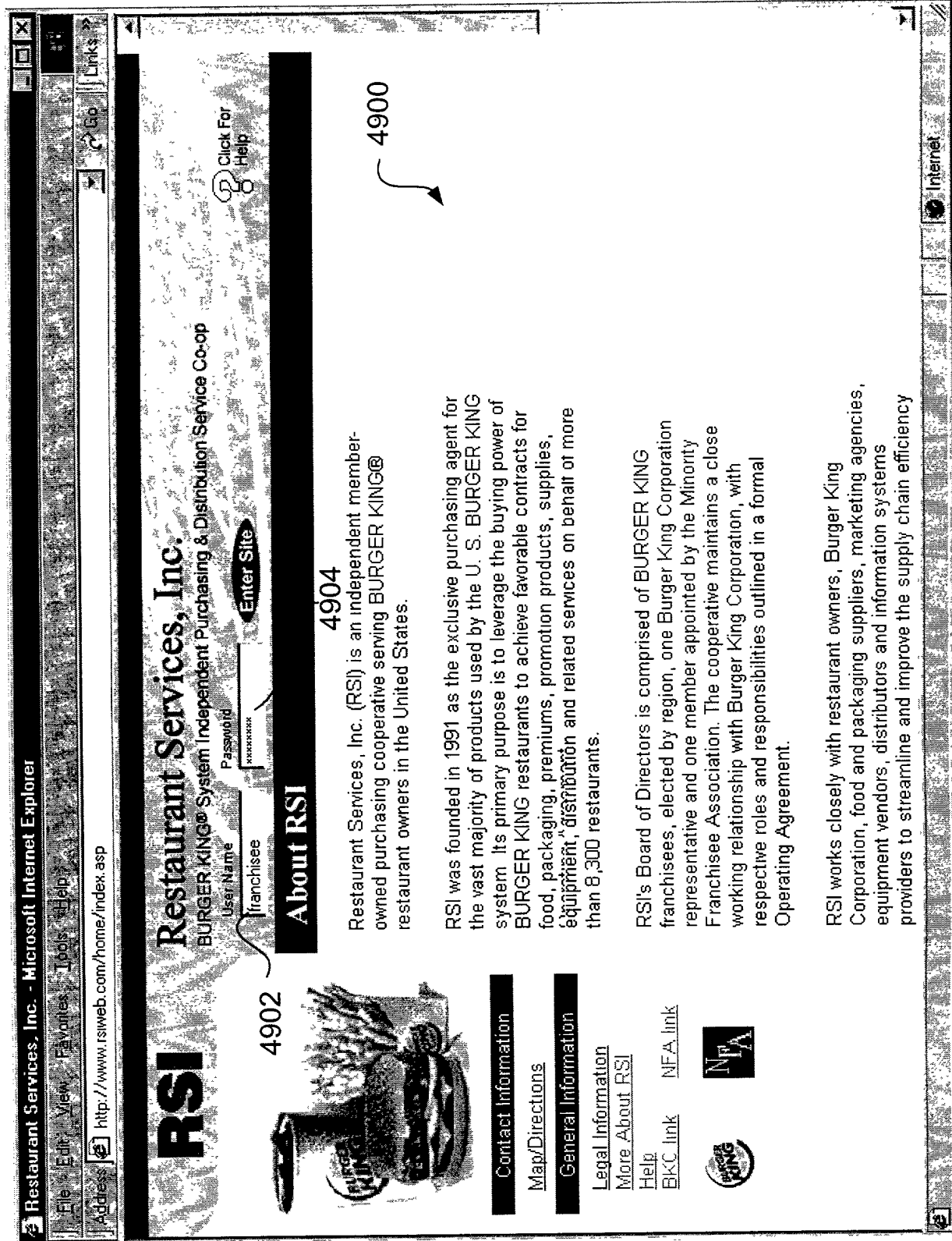


FIG. 48



RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/start.asp

Welcome Franchisee User! Tuesday, October 24, 2000

REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5

RSI Member

LOGOUT HOME

Franchisee Reports Personal Info Legal Information Help

5004

5006

Franchisee

- POS/BOH System
Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.
- Redbook
- More

5008

Reports

- Landed Cost
The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.
- More

5010

Personal Info

- Change Password
- Edit Personal Info
Edit your personal information.
- More

5012

Legal Information

- Terms and conditions of usage and Privacy Statement.

5000

©2000 Restaurant Services, Inc. All Rights Reserved.

FIG. 50

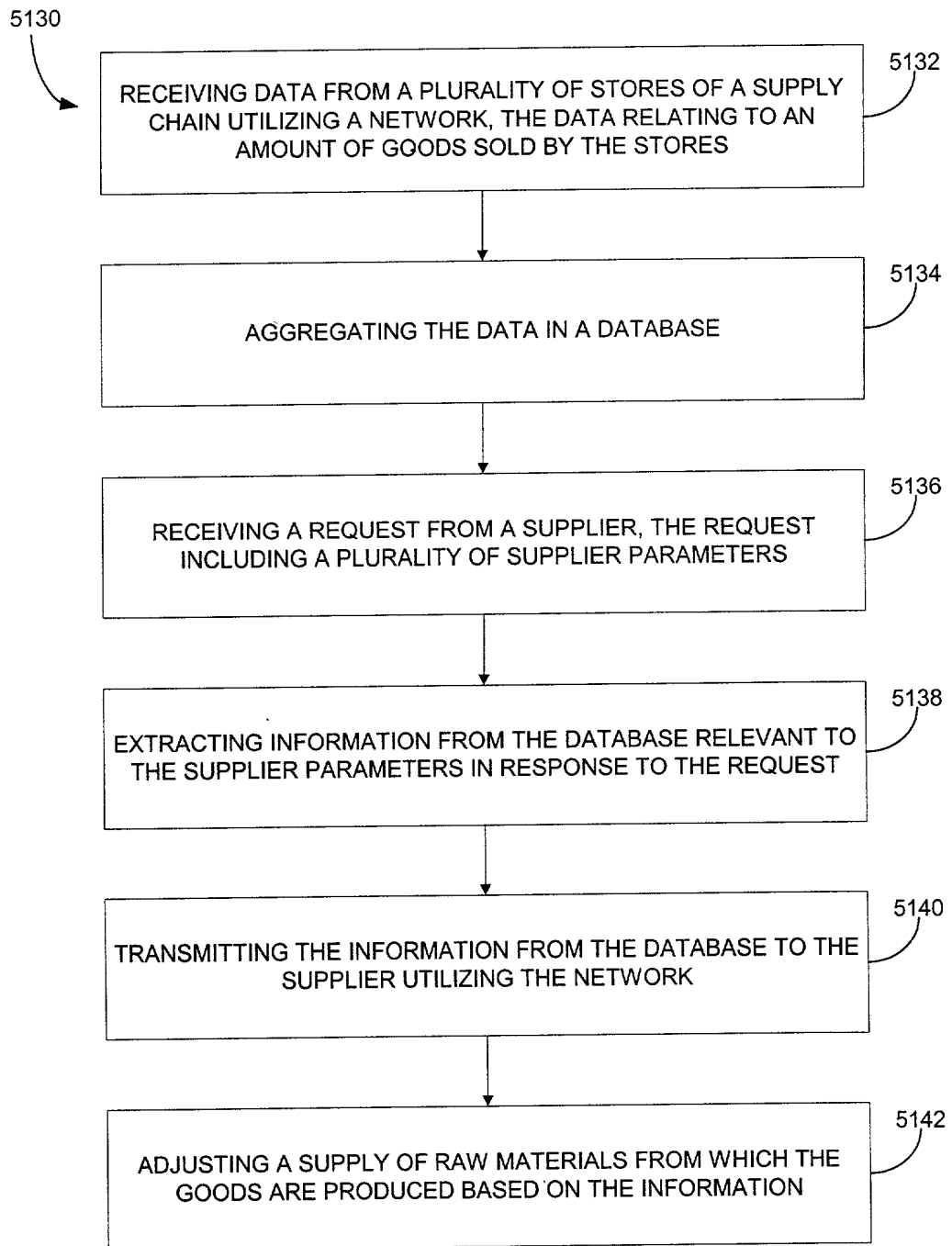


FIG. 51

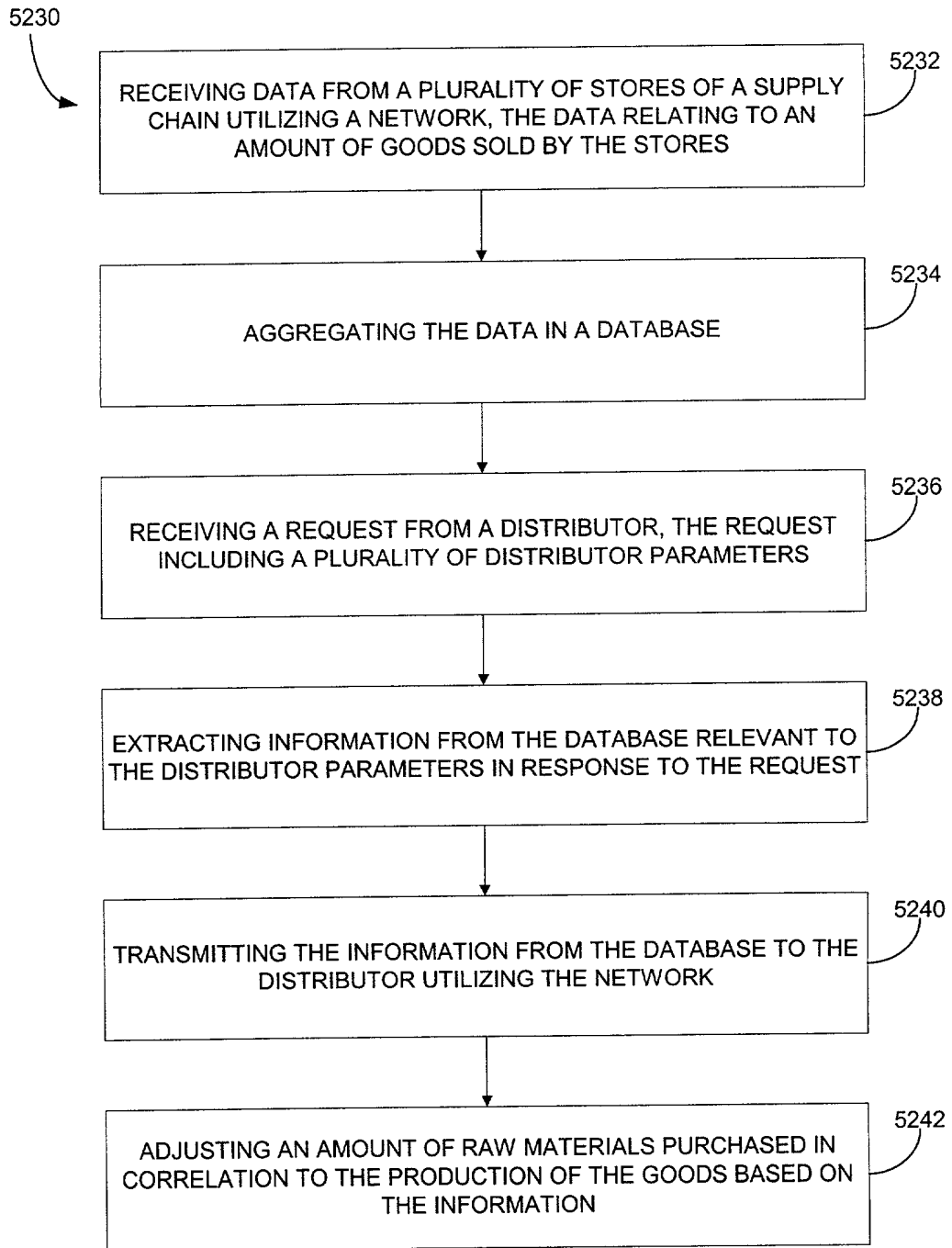


FIG. 52



Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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| | | | 14 Day Rolling (Total Cases) | | | | | | | | | | | | | | | | | | Week Ending Total | | | |
|------------|--------------------------|------------------|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|------|------|------|-------------------|--|--|--|
| | | | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 10/2 | 9/25 | 9/18 | | | | |
| DC Item No | Item Description | % Chg 14 Day Avg | Number of Restaurants Served by DC | | | | | | | | | | | | | | | | | | | | | |
| 18986 | SAUCE: BBQ BULK BULLSEYE | 0.00% | 13 | 21 | 23 | 18 | 16 | 16 | 16 | 14 | 21 | 21 | 15 | 13 | 13 | 108 | 96 | 80 | 72 | | | | | |
| 20788 | MUSTARD: BULK BK | 0.00% | 12 | 19 | 20 | 18 | 14 | 14 | 14 | 13 | 14 | 19 | 16 | 15 | 14 | 110 | 104 | 104 | 100 | | | | | |
| 24340 | MAYONNAISE: BULK BK | 0.00% | 134 | 197 | 211 | 173 | 156 | 154 | 153 | 150 | 200 | 206 | 175 | 155 | 151 | 1184 | 1148 | 1142 | 1109 | | | | | |
| 24966 | STRAW: WRAPPED 7.75" BK | 0.00% | 21 | 33 | 34 | 27 | 25 | 24 | 24 | 24 | 34 | 33 | 27 | 24 | 24 | 189 | 179 | 186 | 178 | | | | | |
| 26318 | FORK: WRAPPED BULK BK | 0.00% | 10 | 11 | 12 | 10 | 9 | 8 | 9 | 11 | 12 | 11 | 10 | 9 | 9 | 70 | 71 | 56 | 58 | | | | | |
| 26452 | KNIFE: WRAPPED BULK BK | 0.00% | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 18 | 15 | 8 | 9 | | | | | |
| 27682 | KETCHUP: BULK BAG IN BOX | 0.00% | 88 | 134 | 142 | 115 | 104 | 102 | 101 | 100 | 136 | 139 | 115 | 106 | 102 | 786 | 771 | 776 | 743 | | | | | |
| 27690 | KETCHUP: PACKETS 10g BK | 0.00% | 127 | 194 | 206 | 160 | 143 | 142 | 139 | 144 | 197 | 197 | 160 | 142 | 140 | 1112 | 1070 | 1078 | 1044 | | | | | |

Done

Internet

FIG. 53

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://test.islink.com/dc/d_rptpromodetail.asp?dc=26576

Links

RSI

Distributor

LOGOUT

HOME

Reports

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Legal Information

Help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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| Local Promotion Option | ADI | Start Date | Projected Dly Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|------------------------|---------------------------------|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup | Chicago, IL | 5/1/00 | 85 | 99 | 8 | |
| | Davenport-RI-Moline, IA | 6/1/00 | 85 | 32 | 17 | |
| | Des Moines-Ames, IA | 7/10/00 | 85 | 17 | 28 | |
| | Omaha, NE | 7/10/00 | 85 | 17 | 50 | |
| | Peoria, IL | 6/1/00 | 85 | 99 | 17 | |
| | Sioux City, IA | 8/26/00 | 85 | 99 | 10 | |
| | Springfield-Decatur-Chmpg. IL | 6/1/00 | 85 | 99 | 1 | |
| 32 oz. Motor Cup Total | | | | | 131 | |
| Big King | Cedar Rapids-Waterloo-Dubuq. IA | 4/15/00 | | 99 | 19 | |
| | Davenport-RI-Moline, IA | 4/15/00 | | 99 | 17 | |
| | Ottumwa-Keosauqua, IA | 4/15/00 | | 99 | 3 | |
| Big King Total | | | | | 39 | |
| Pancake Minis | Chicago, IL | 5/15/00 | 20 | 99 | 8 | |
| | Peoria, IL | 5/1/00 | 20 | 99 | 17 | |
| | Sioux City, IA | 4/15/00 | 20 | 99 | 10 | |
| Pancake Minis Total | | | | | 35 | |

Done

Internet

FIG. 54



Supplier

LOGOUT

Reports

Personal Info

Legal Information

POS Implied Daily Usage - Supplier

Supplier: **TYSON FOODS**

Retrieve

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Printer Friendly Version

Supplier: TYSON FOODS

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5500

[illegible]

Done

Internet

FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/ran/r_l_rptlc.asp?report=true

Help

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

5600

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
Contact Number: 305-529-3409

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| DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340 | 4439 | REGISTER TAPE THERMAL 2.26" X 165' | \$21.27 | \$1.57 | \$22.84 |
| 12860 | 3586 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 18968 | 369 | SAUCE-BULK-KRAFTBULLSEYE | \$24.48 | \$1.57 | \$26.05 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20788 | 67 | MUSTARD-BULK-3 GAL | \$6.46 | \$1.57 | \$8.02 |
| 20940 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 66 | SAUCE-BULK-MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24500 | 4270 | WATER-ICE MOUNTAIN .5L | \$6.41 | \$1.57 | \$7.98 |

Done

Internet

FIG. 56

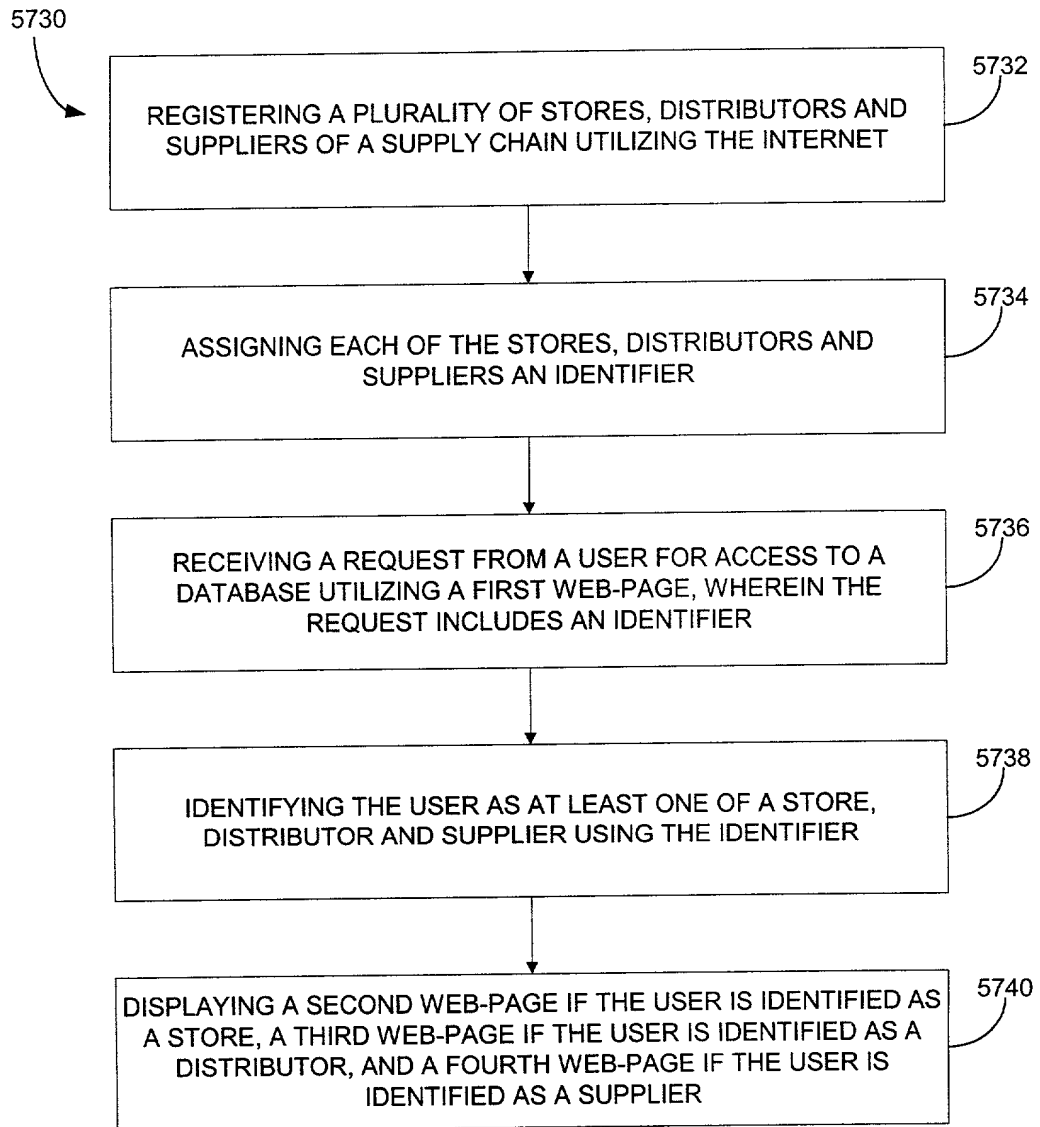


FIG. 57

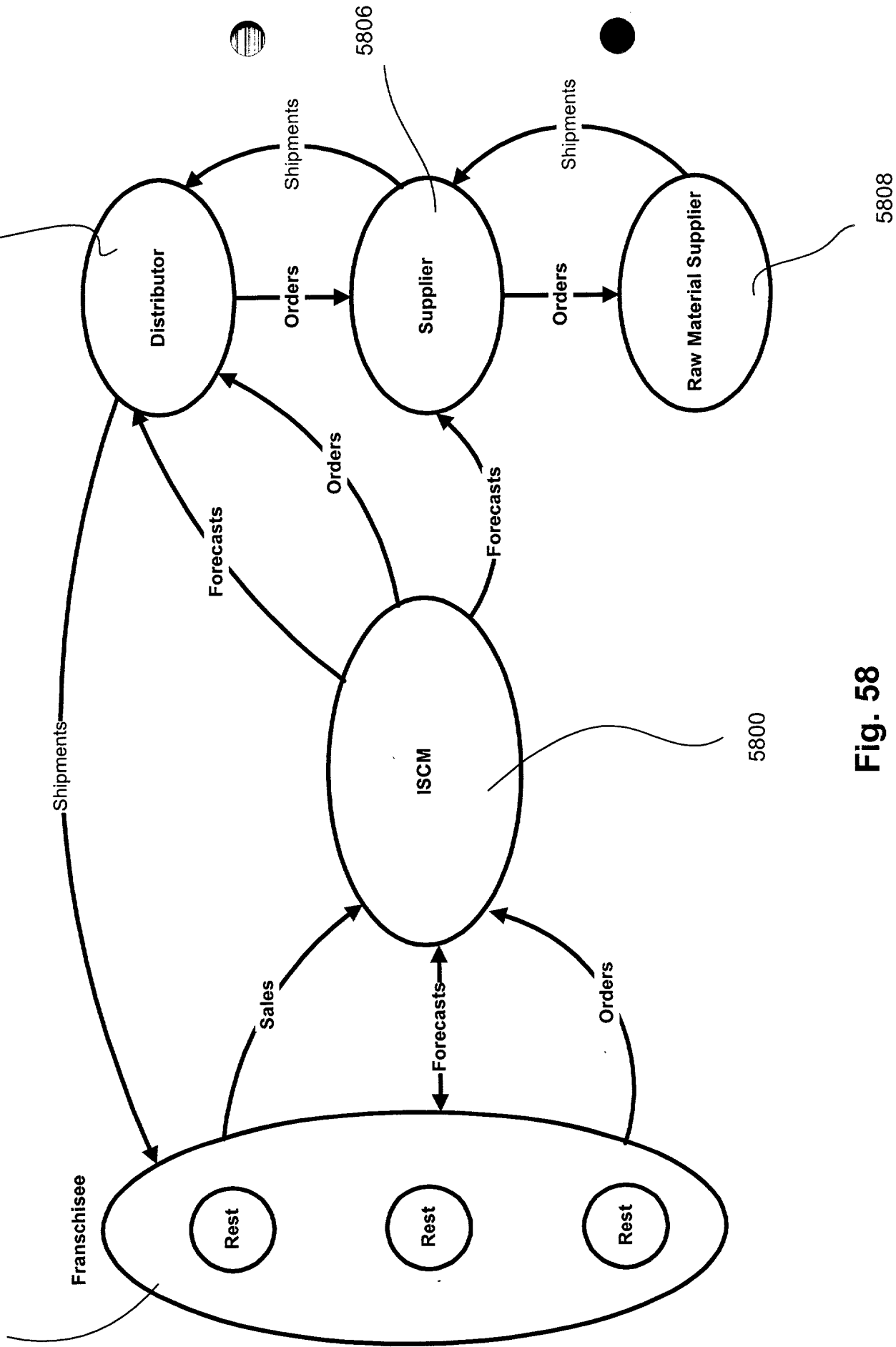


Fig. 58

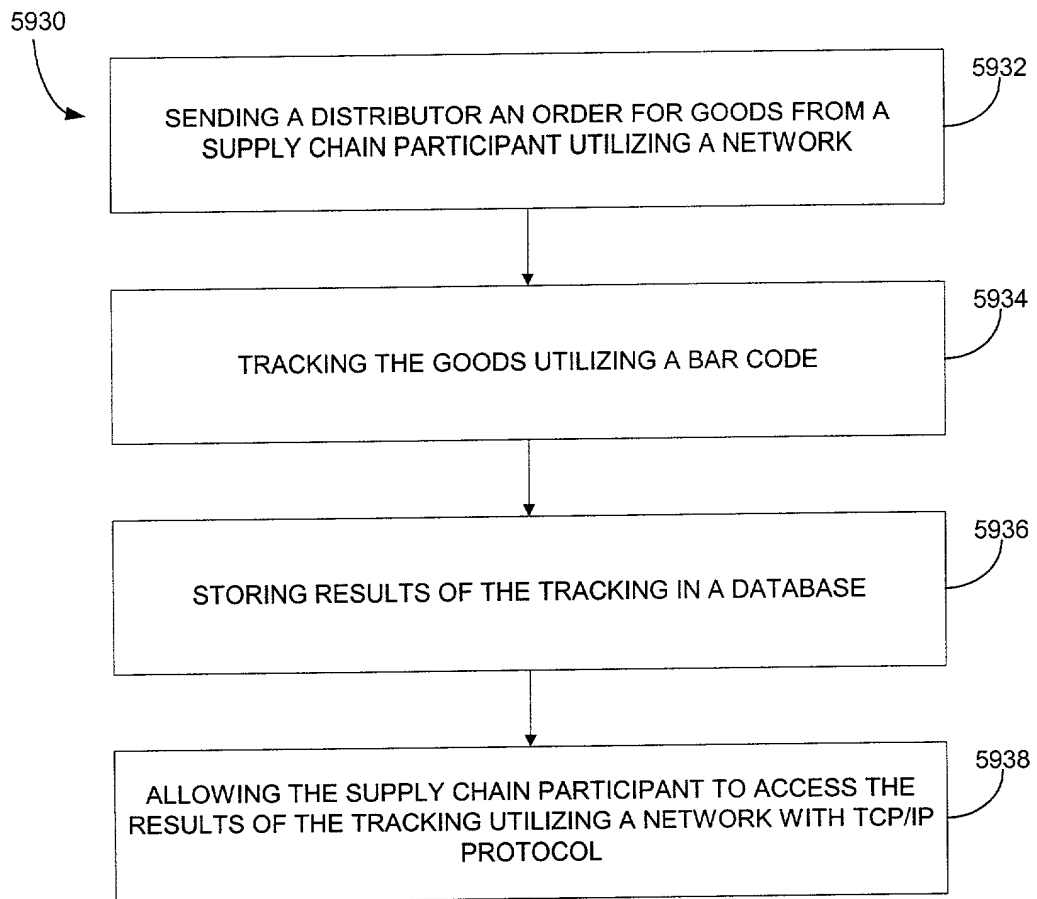


FIG. 59

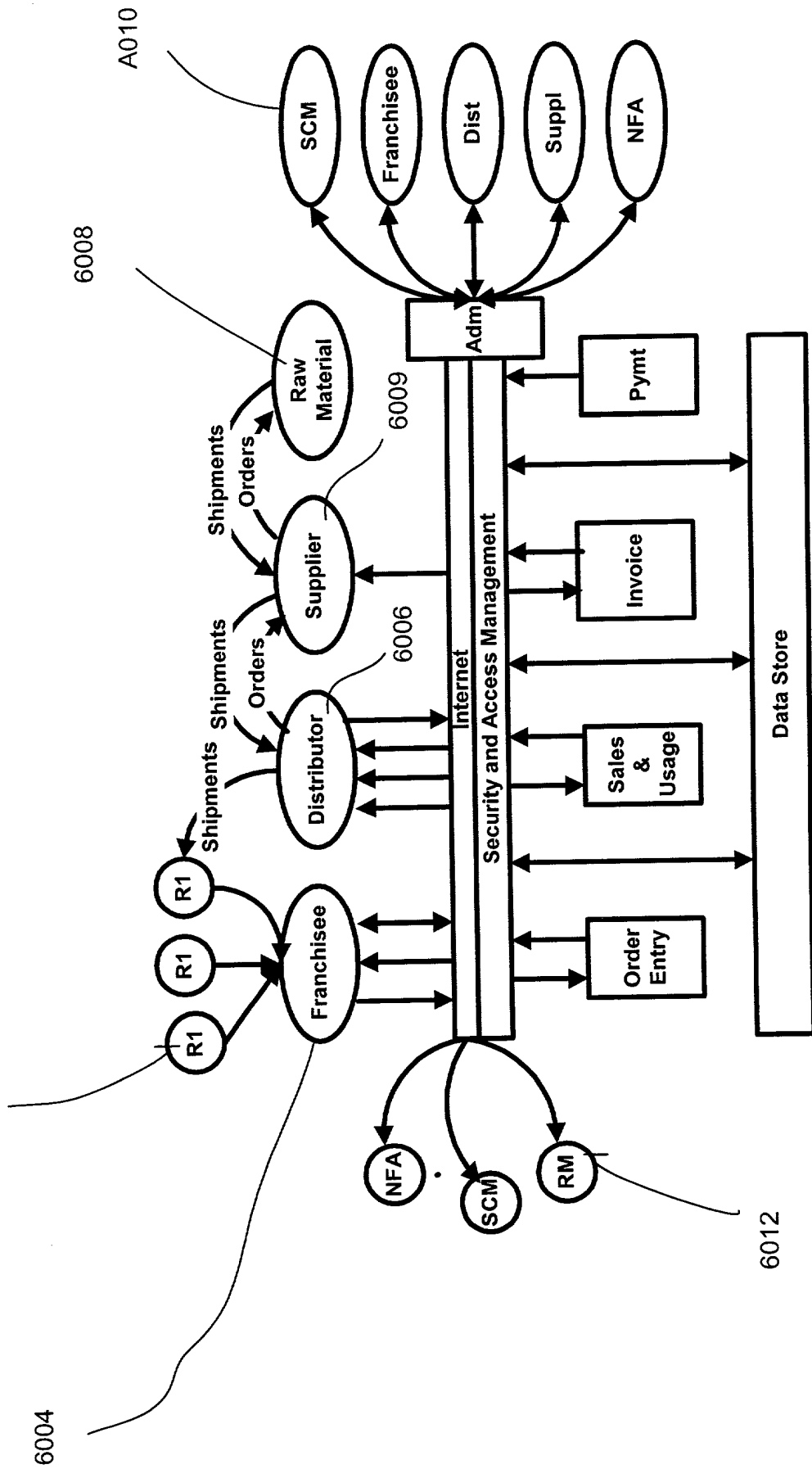


Fig. 60

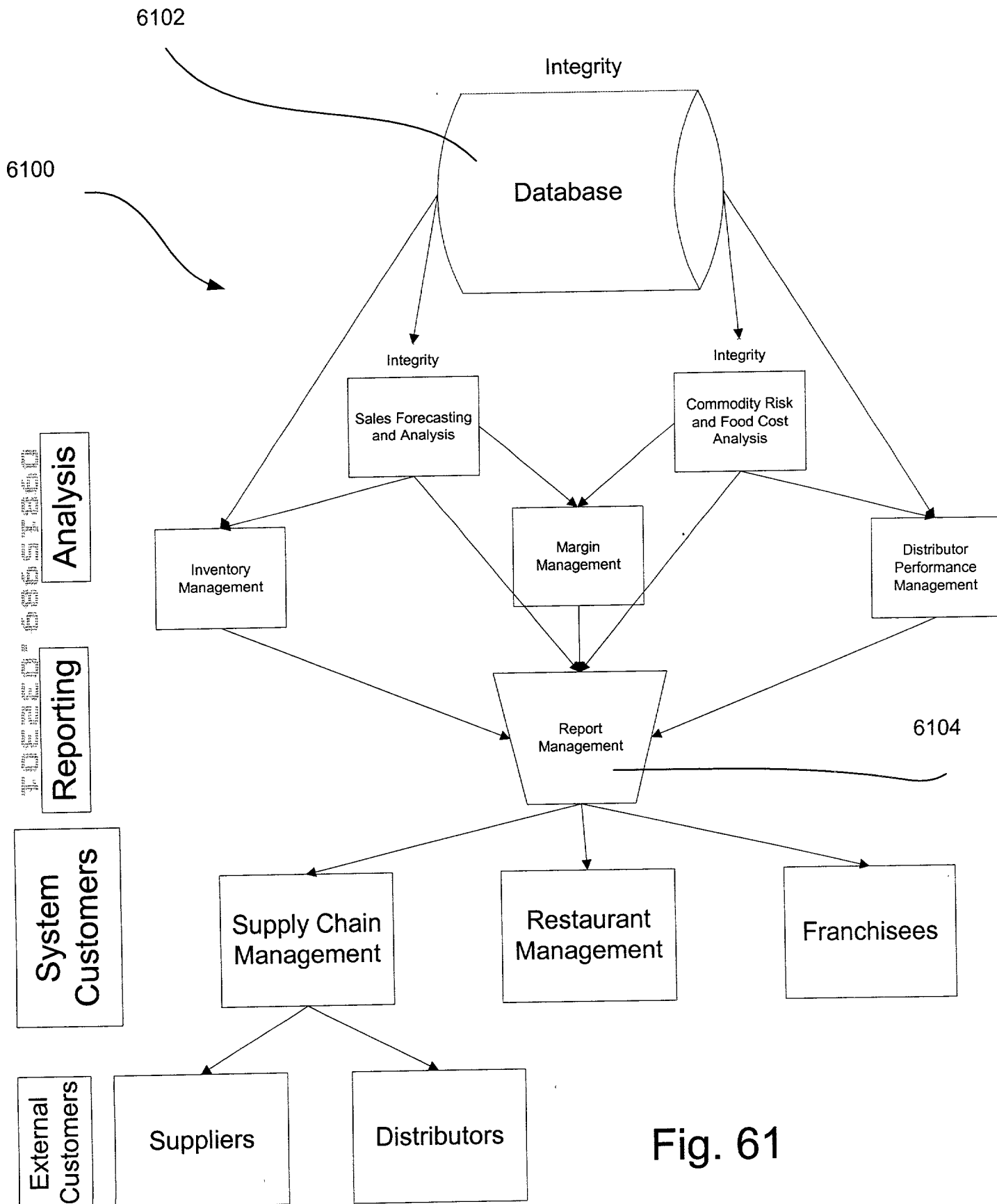


Fig. 61

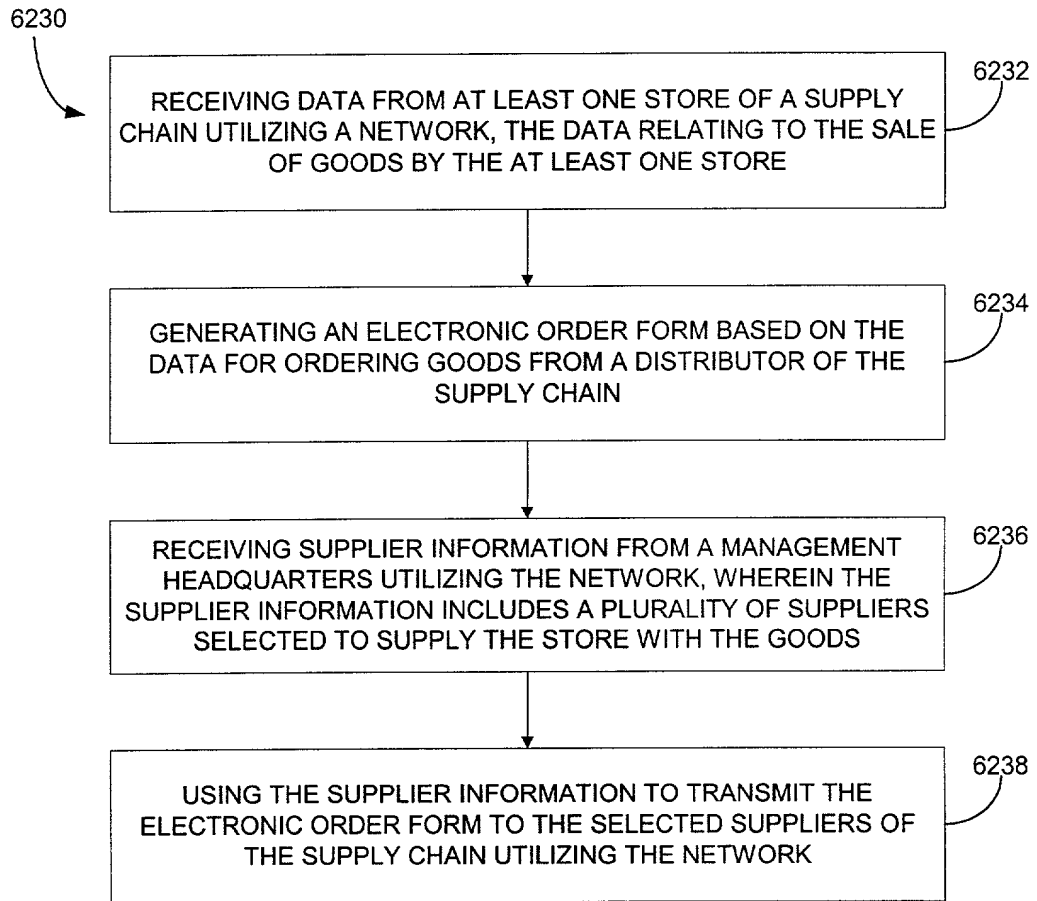


FIG. 62

6300

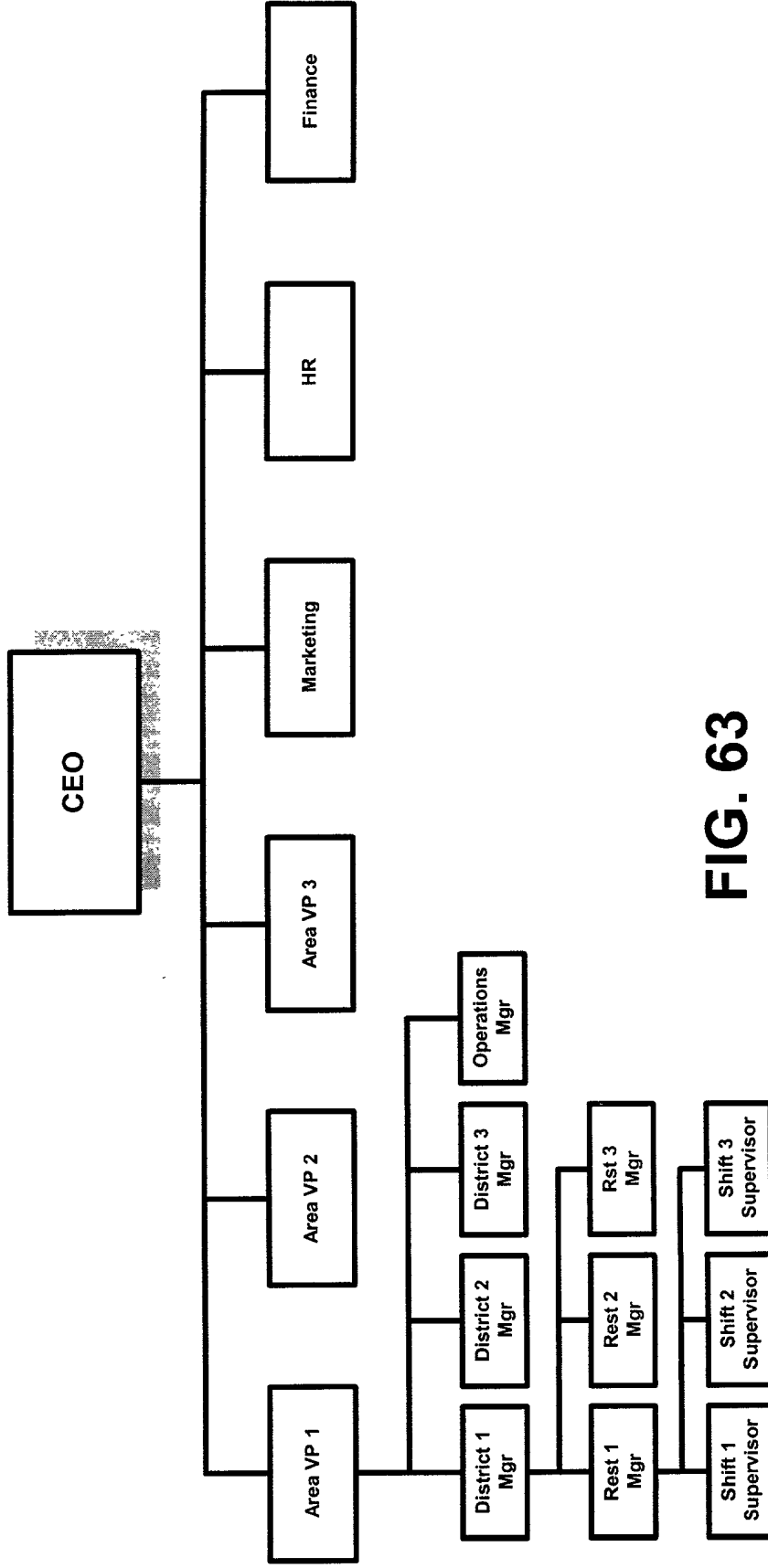


FIG. 63

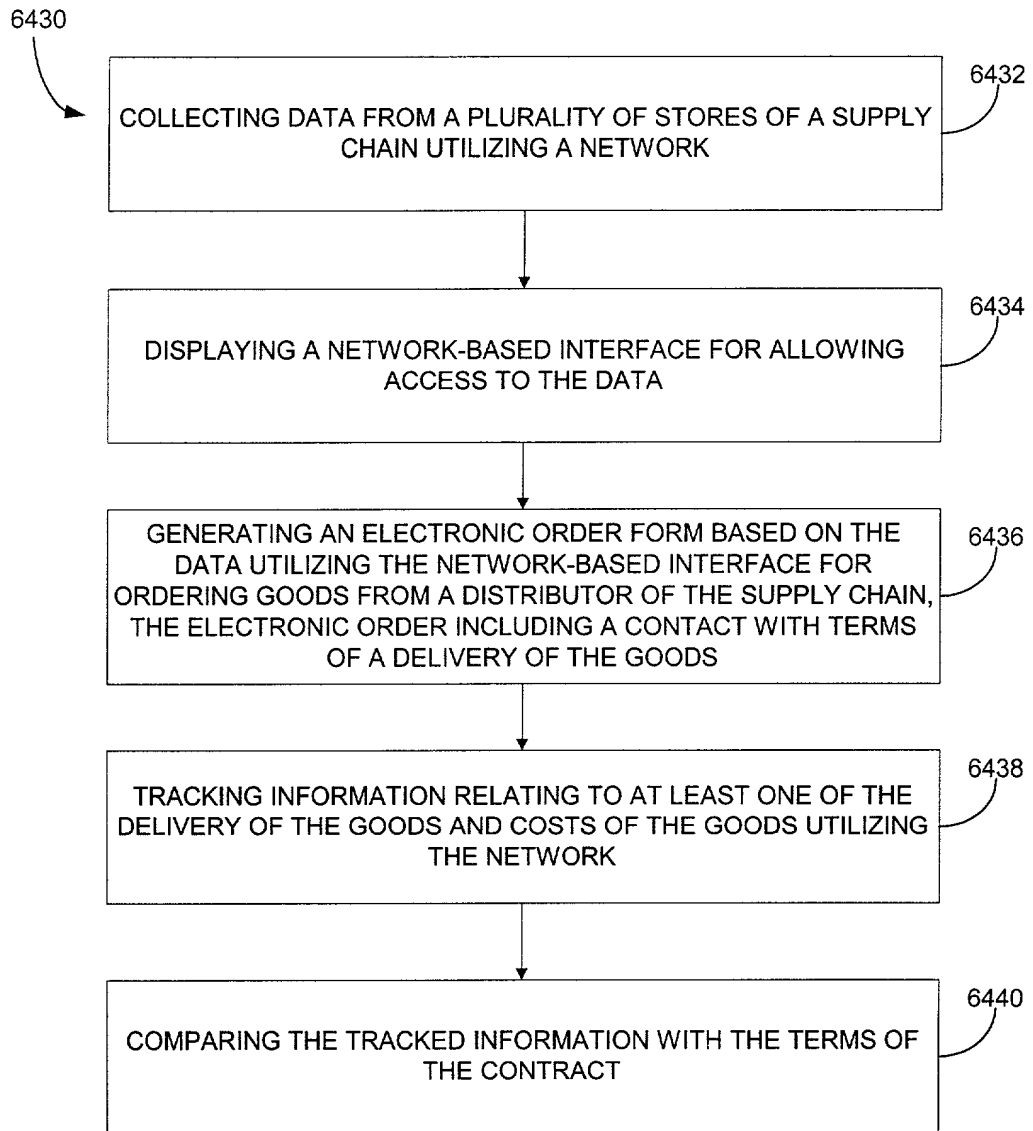


FIG. 64

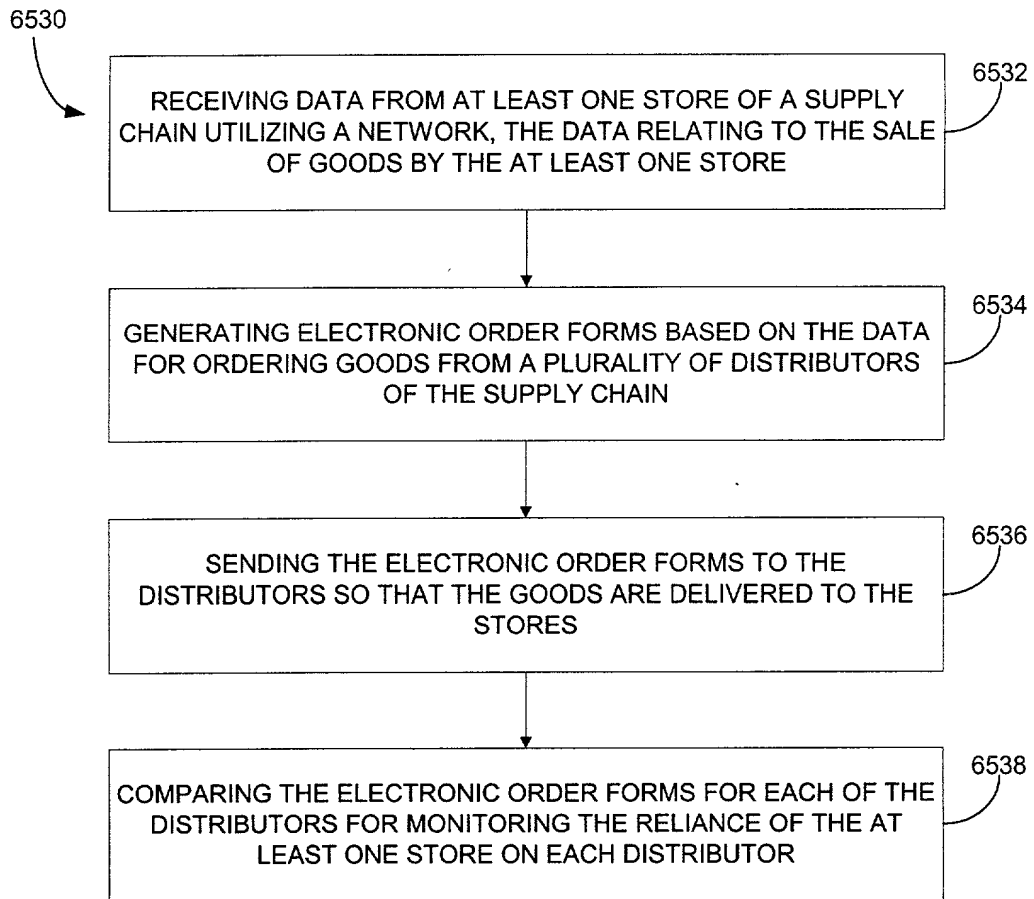


FIG. 65

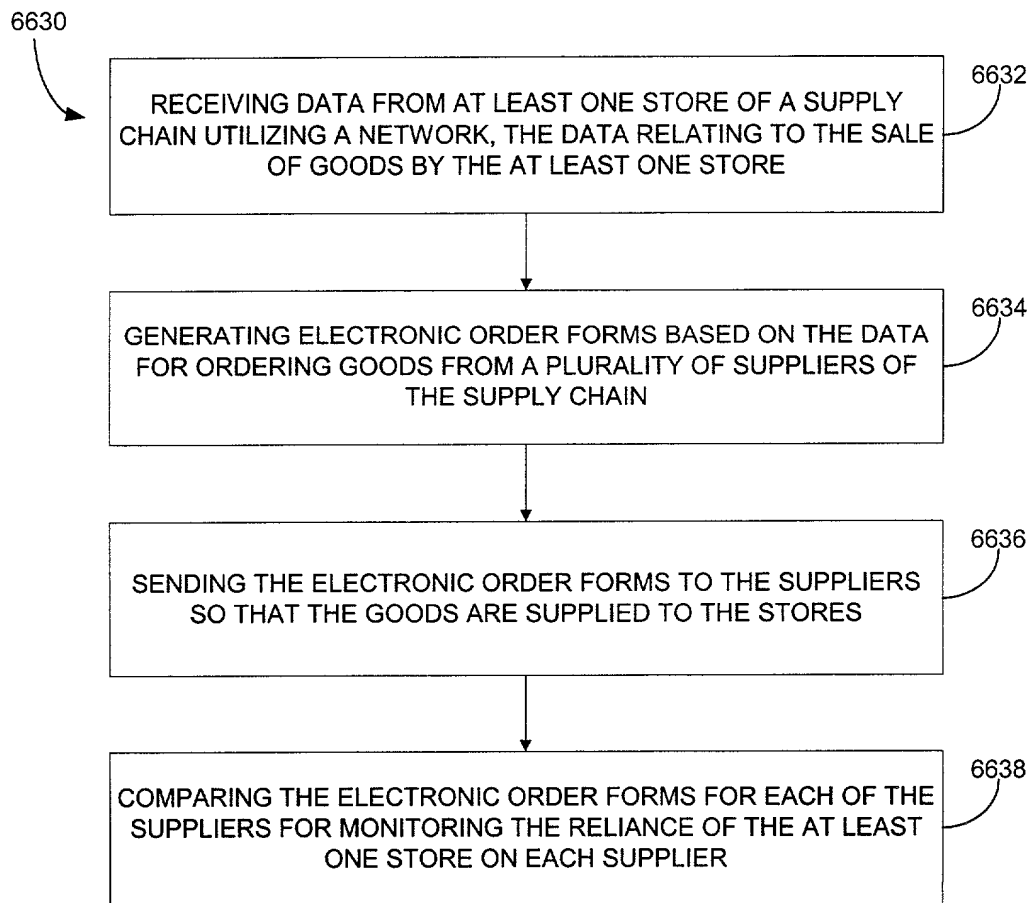


FIG. 66

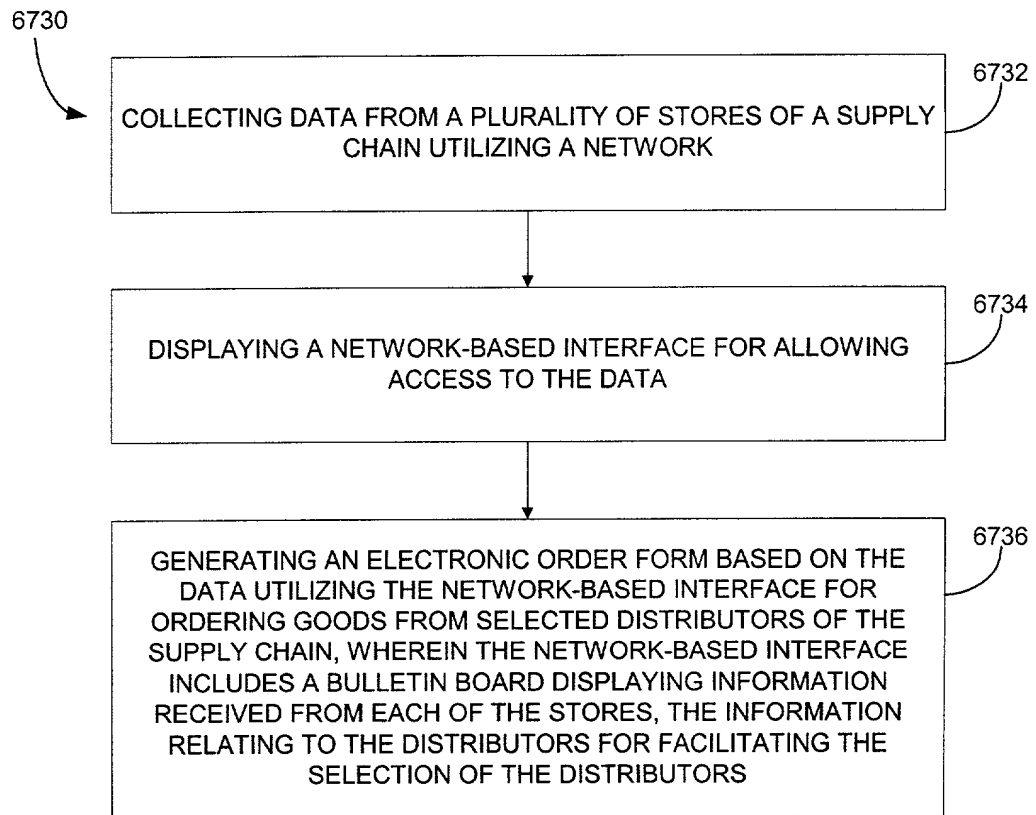


FIG. 67

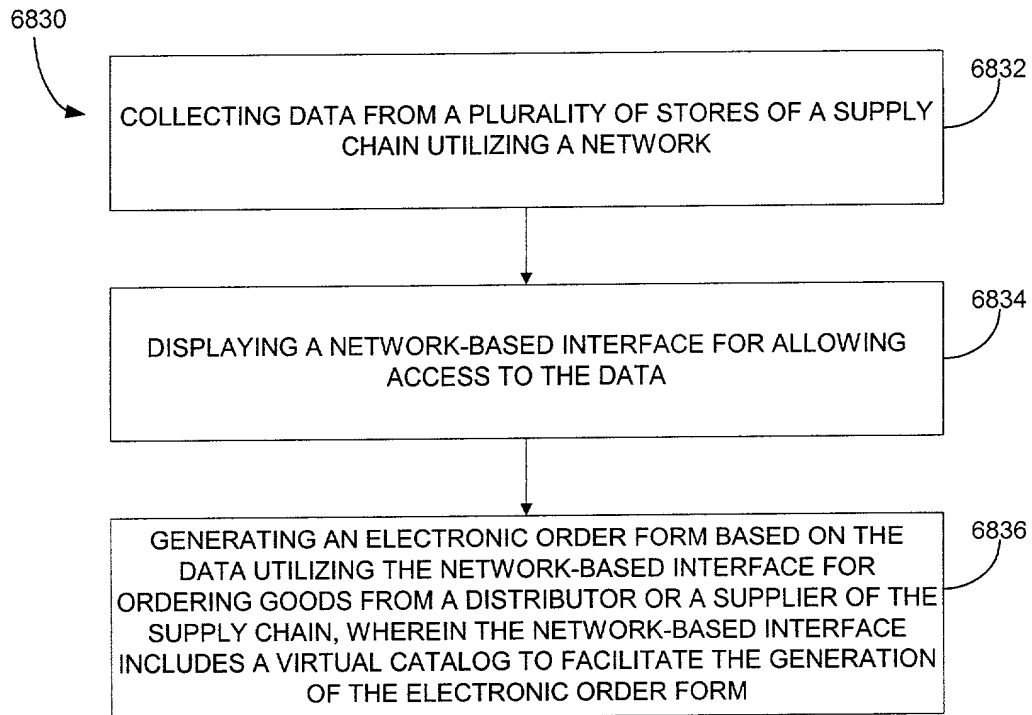


FIG. 68

6900

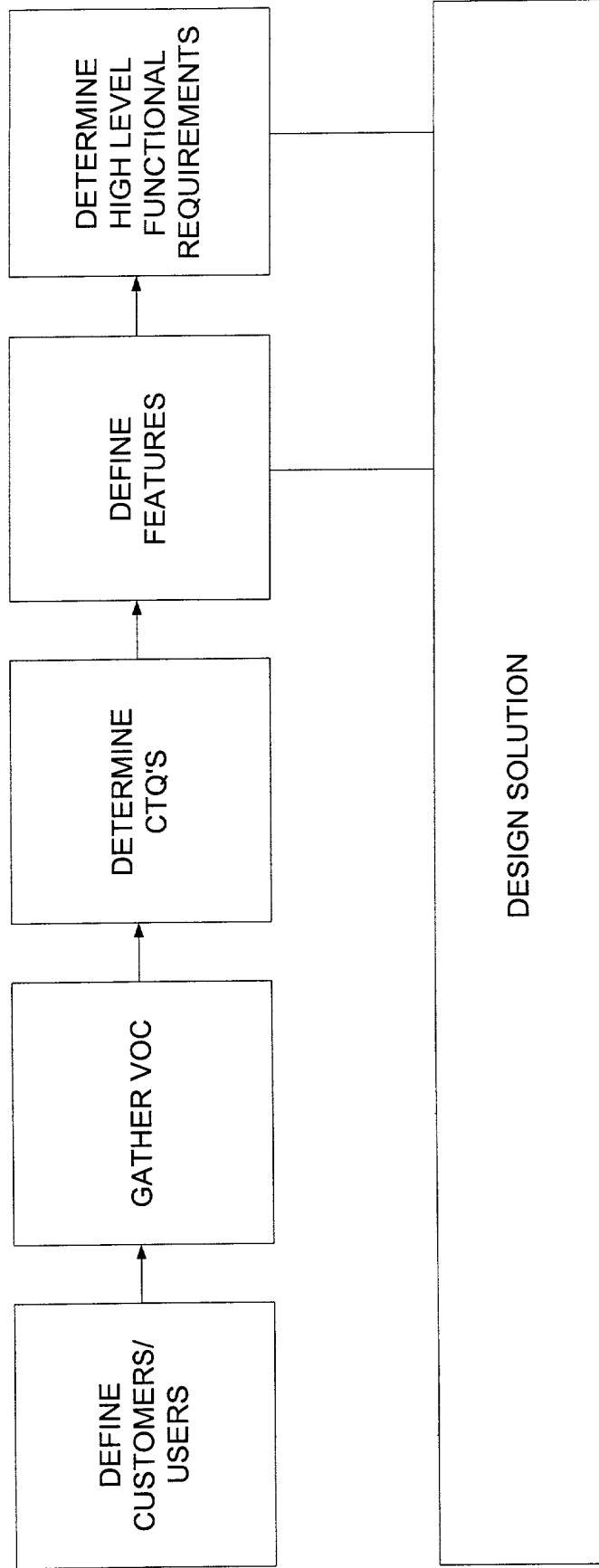


FIG. 69

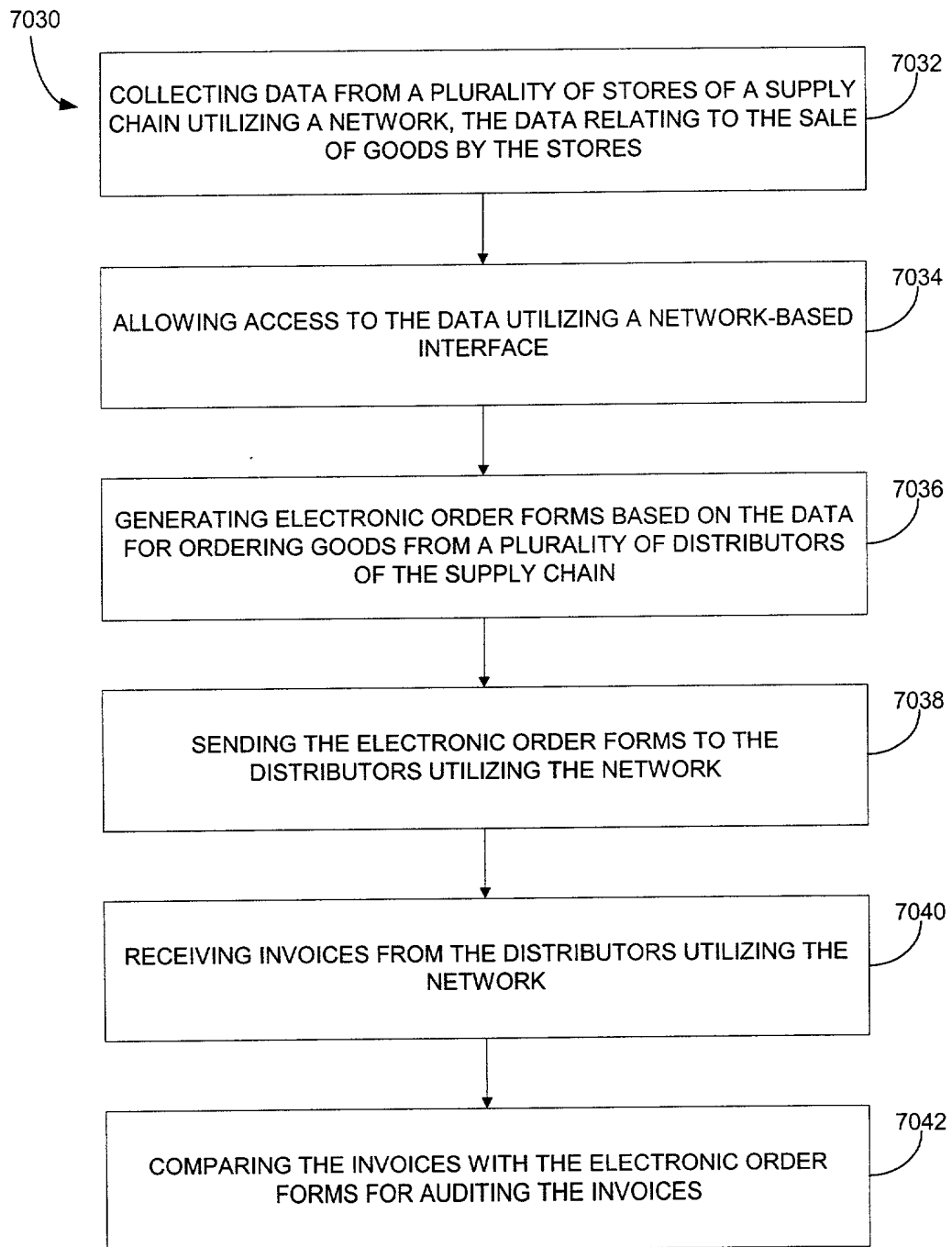


FIG. 70

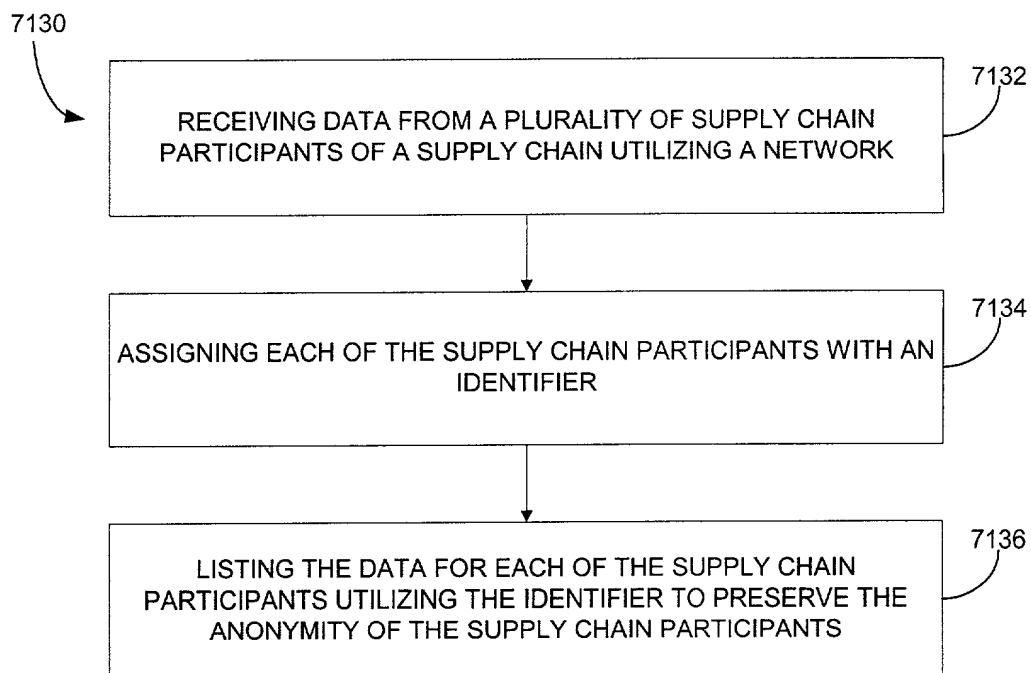


FIG. 71

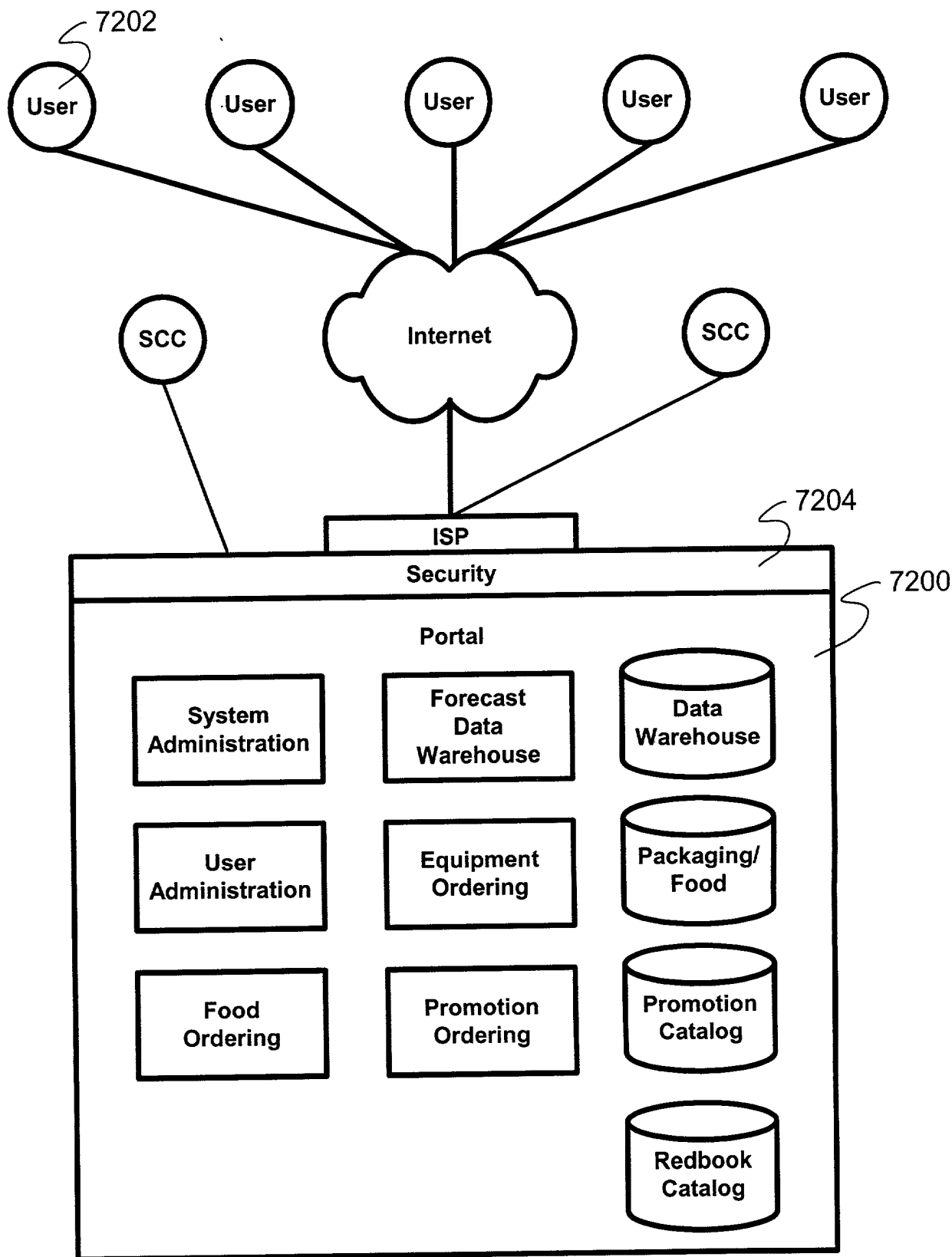


FIG. 72

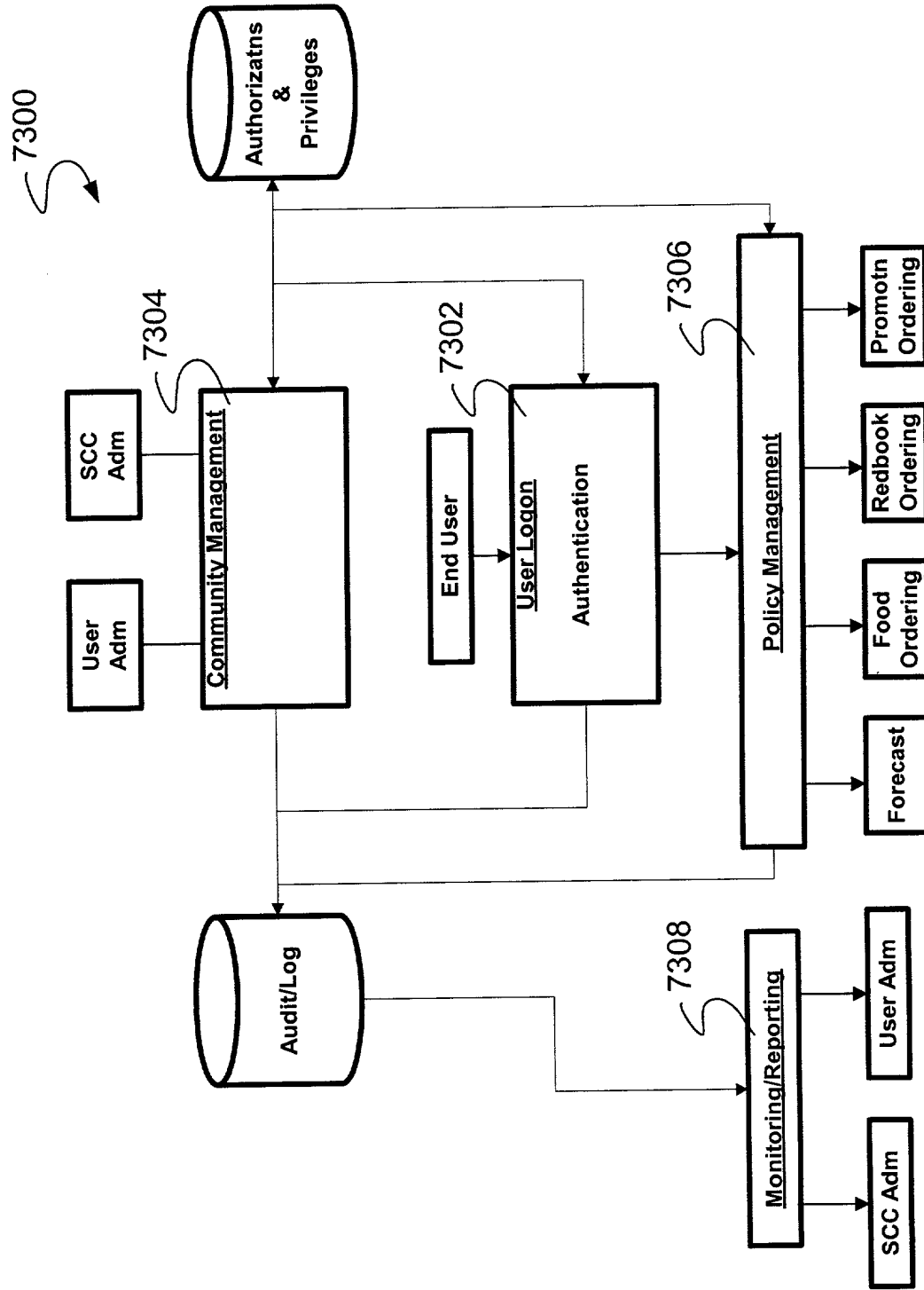


FIG. 73

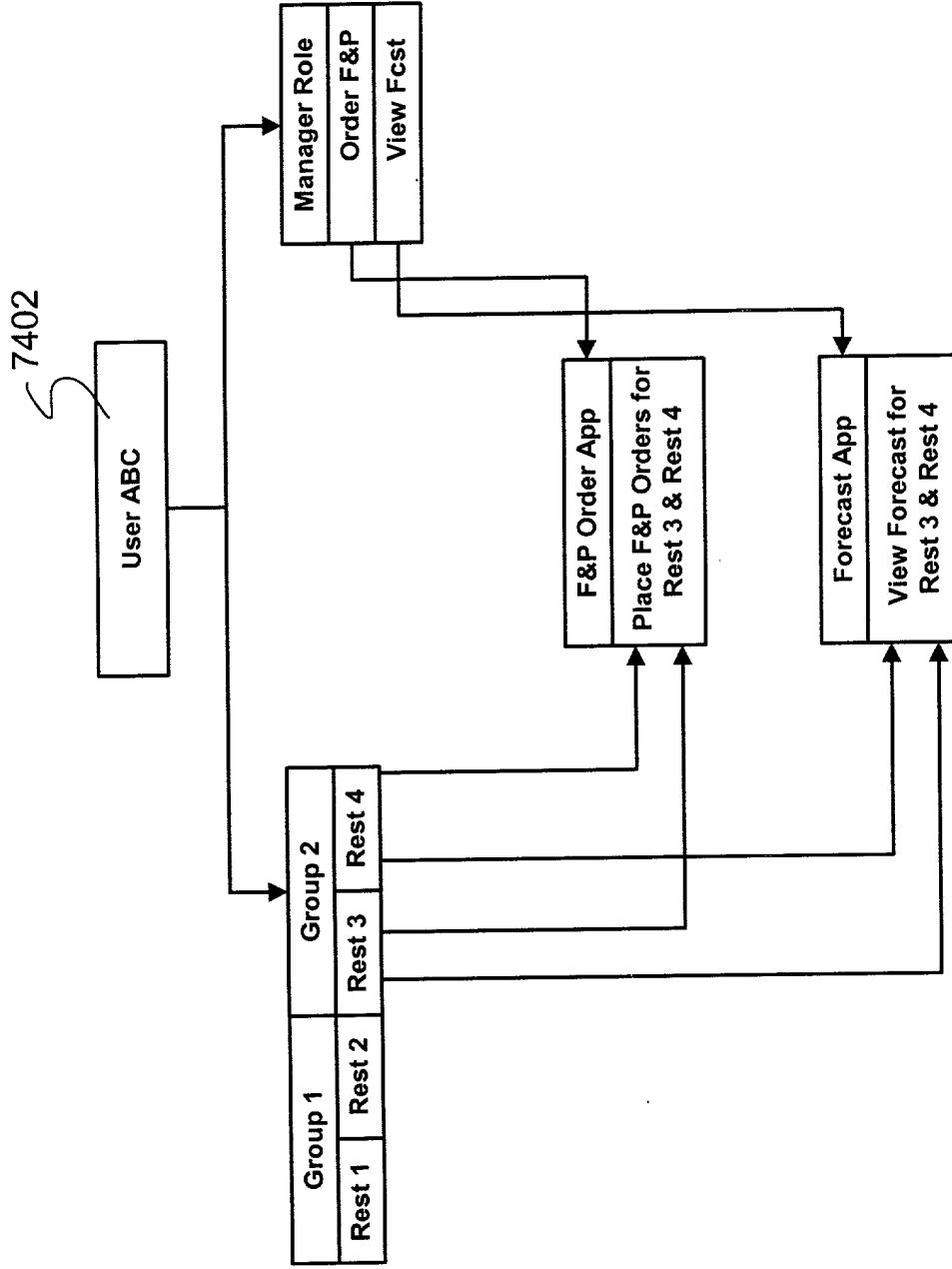


FIG. 74

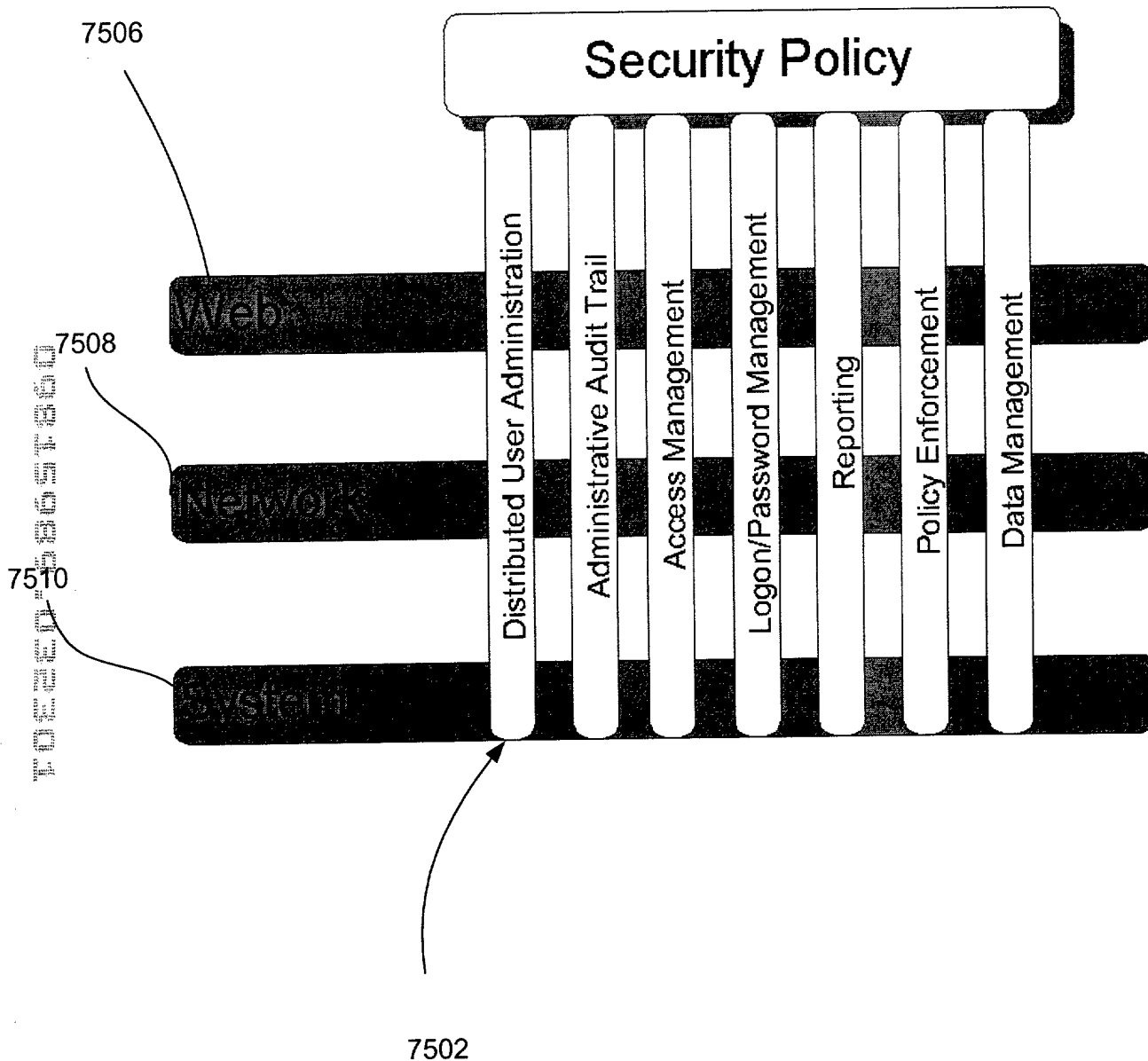


Fig. 75

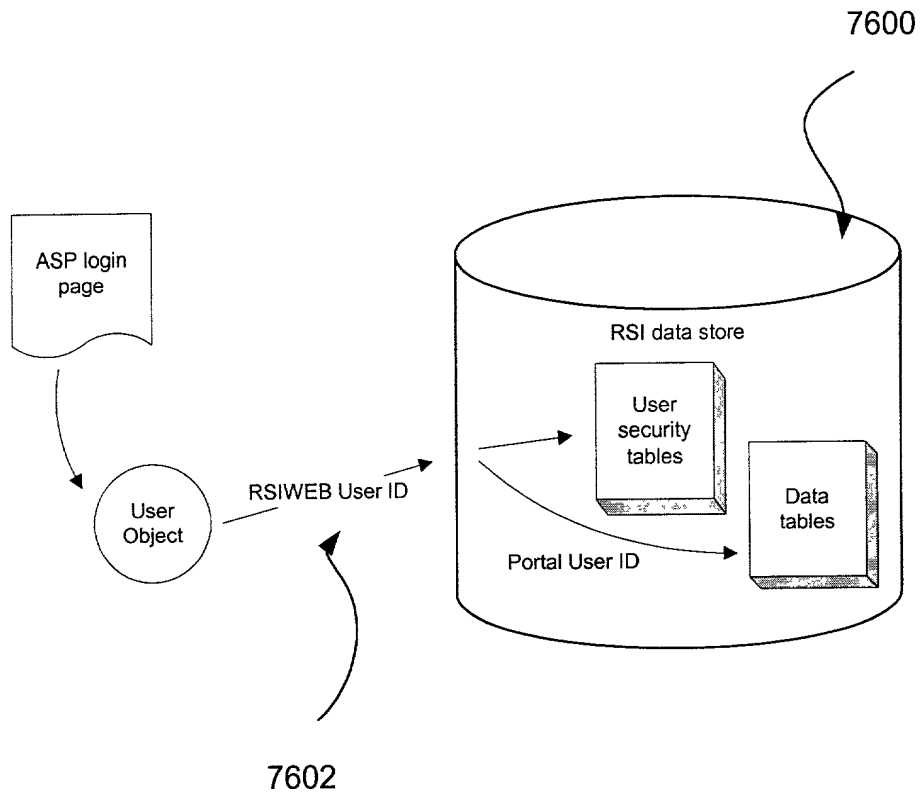


Fig. 76

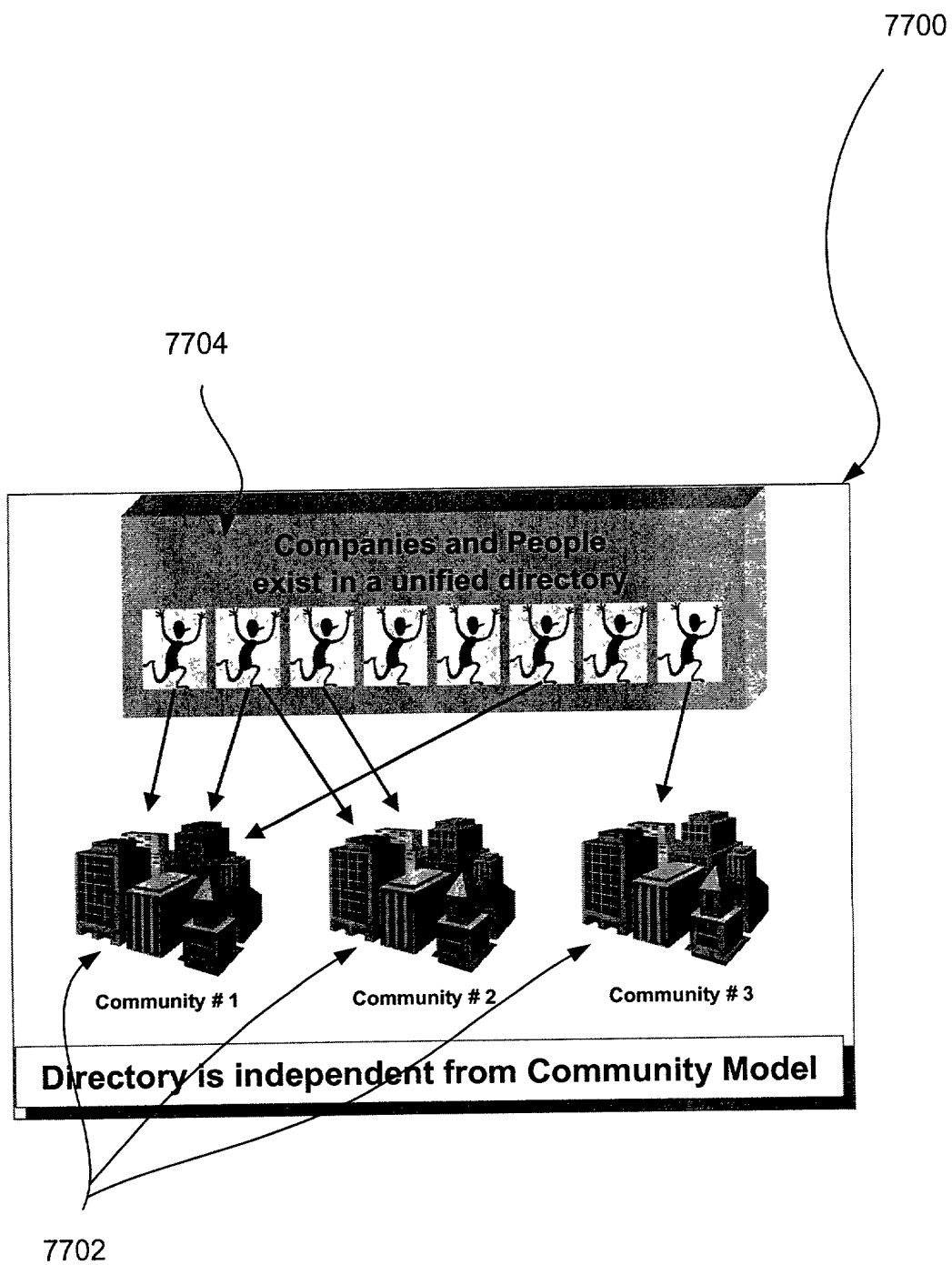
[illegible]

Fig. 77

7800

7802

7804

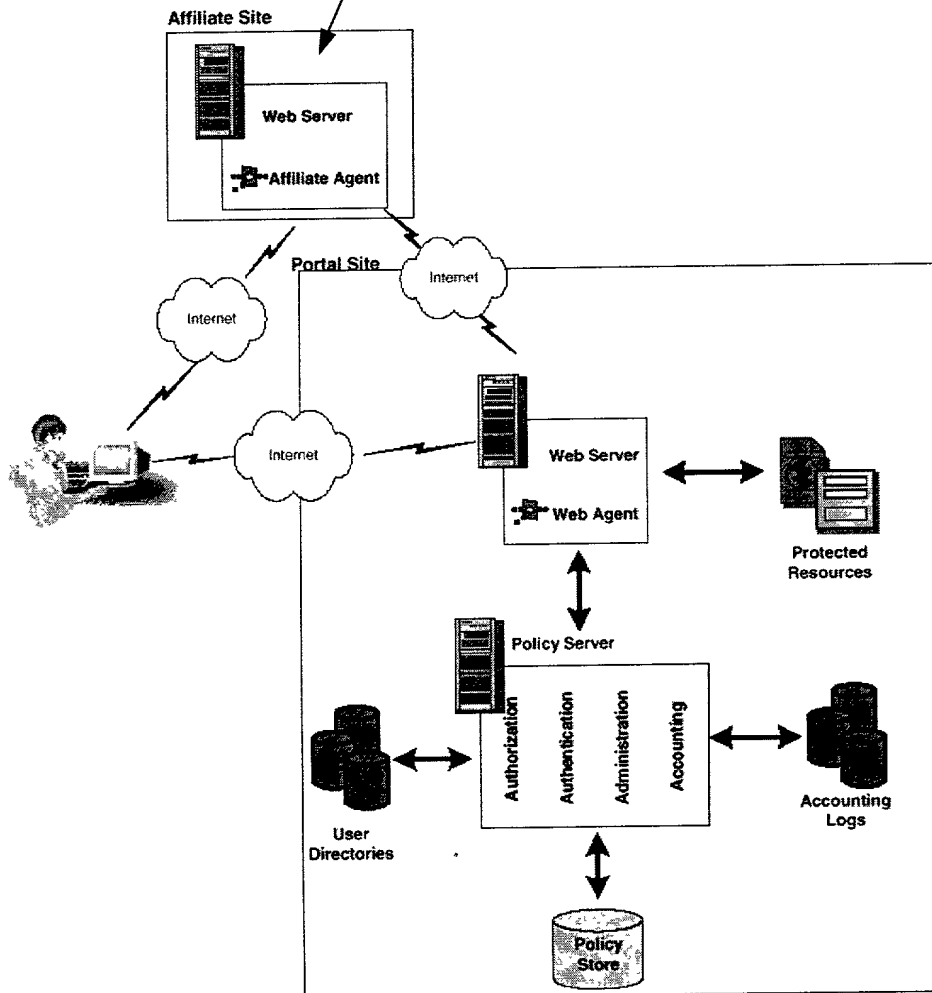


Fig. 78

7900

7902

Policy-Based Web Security Model

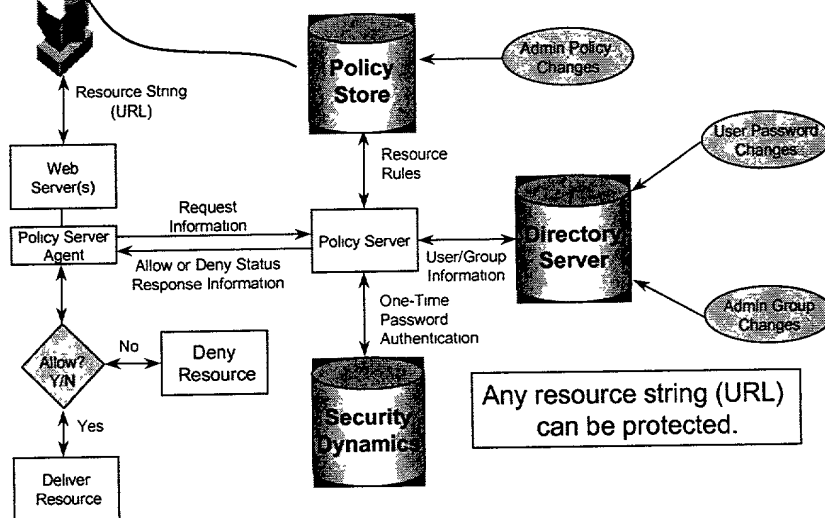


Fig. 79

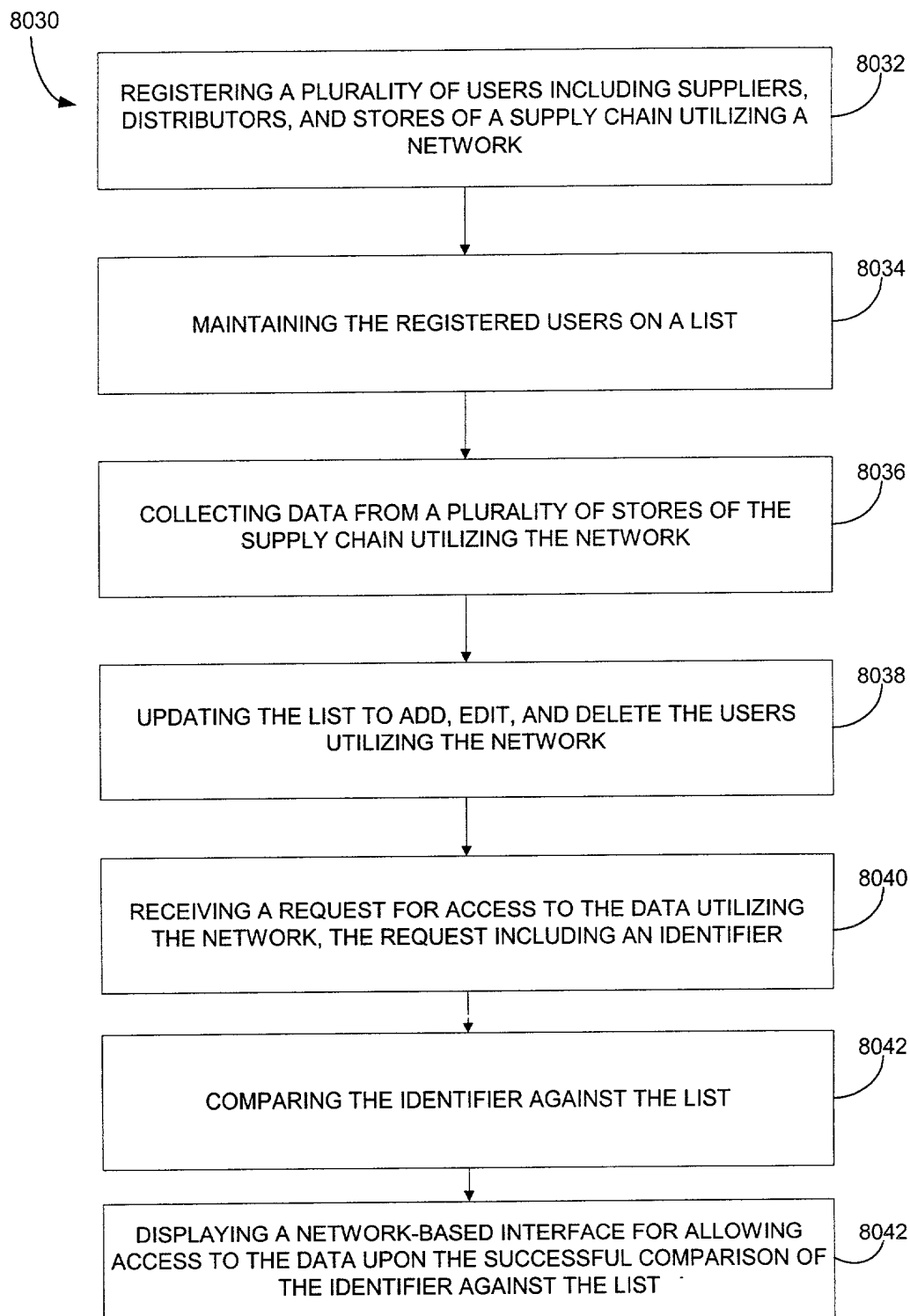


FIG. 80

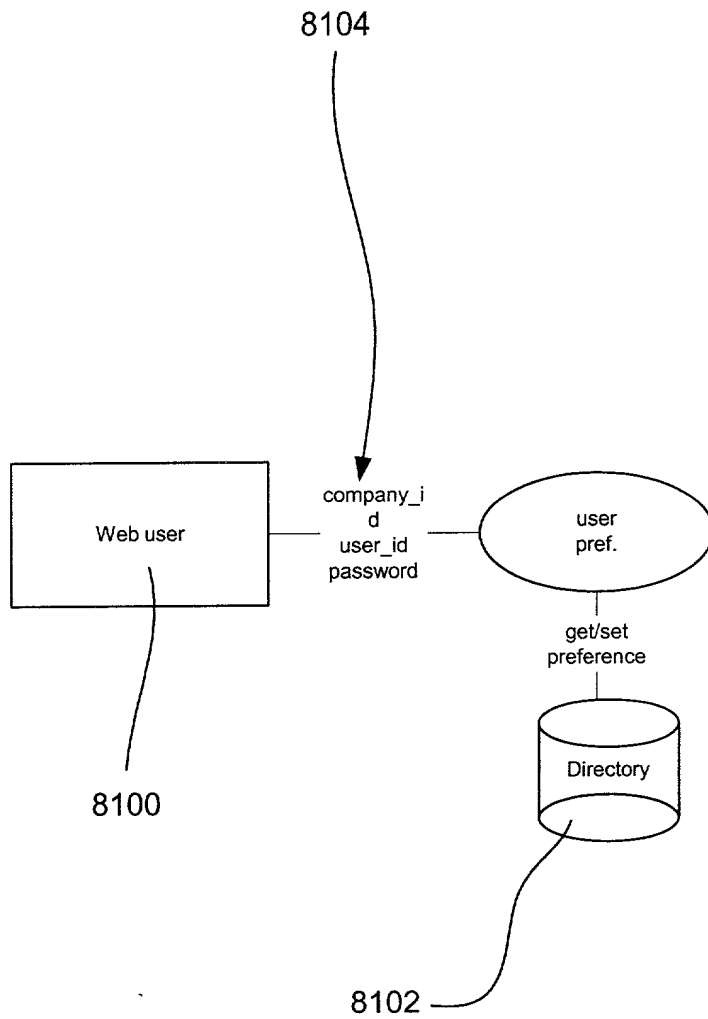


Fig. 81

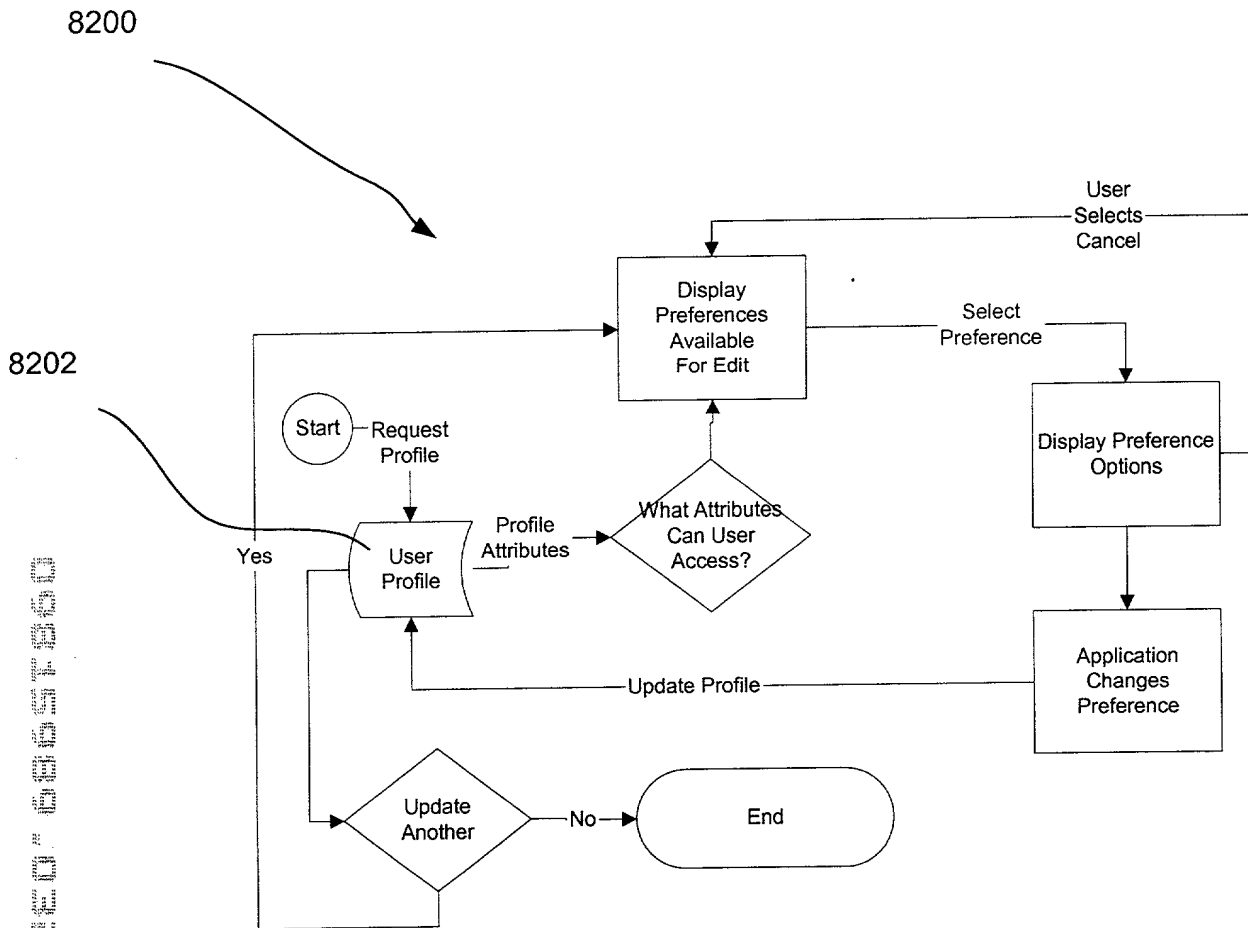
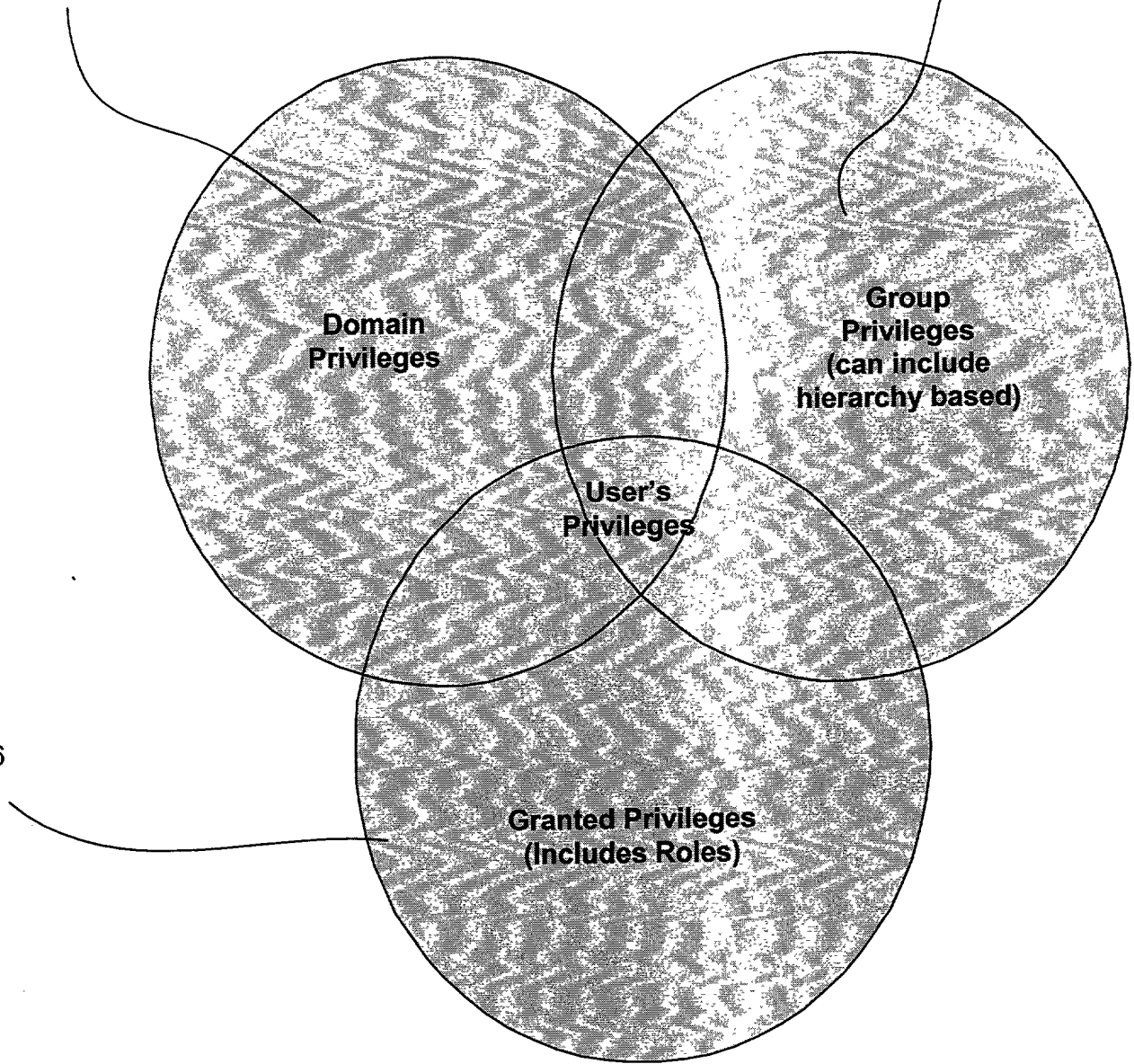


Fig. 82

8302

8304



FOUO - 665780

8306

8300

Fig. 83

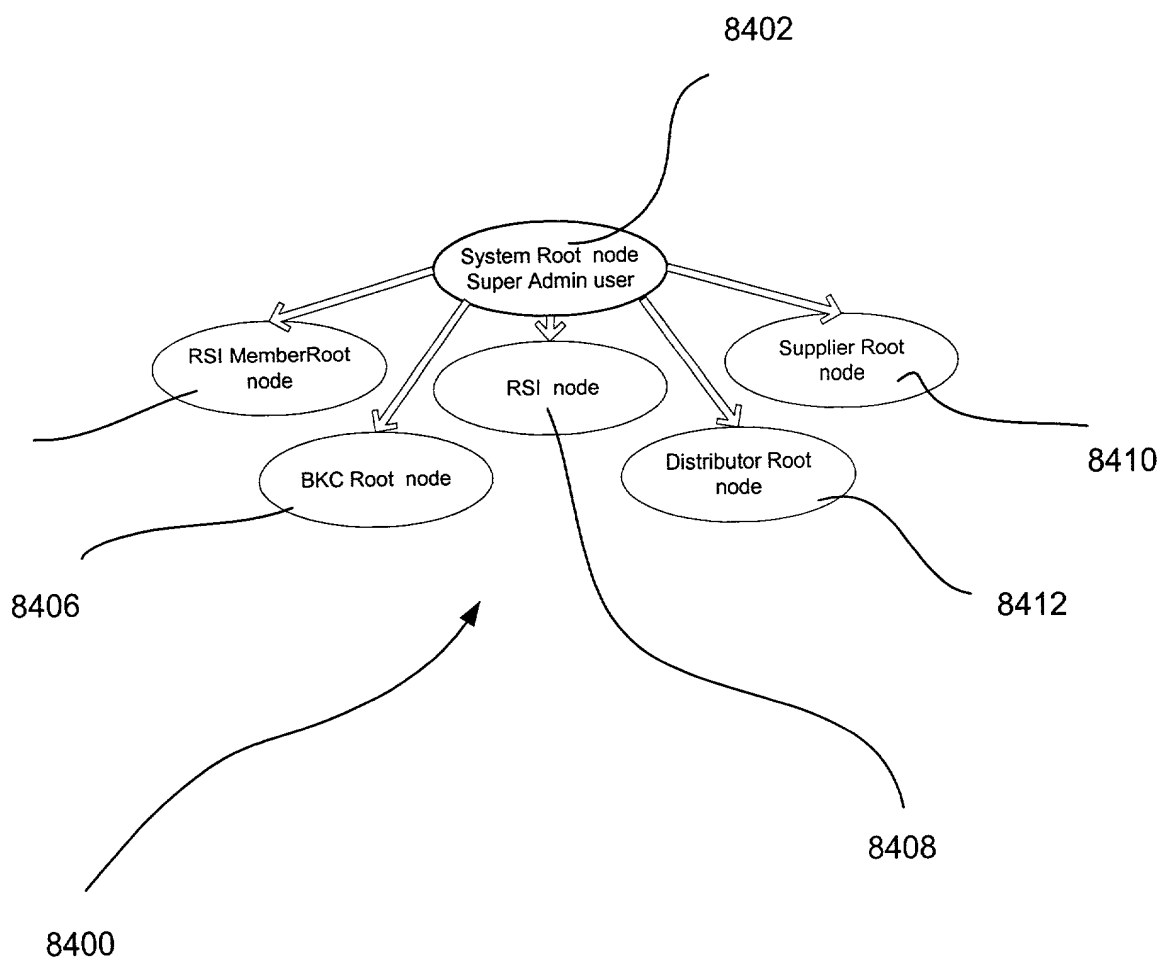


Fig. 84

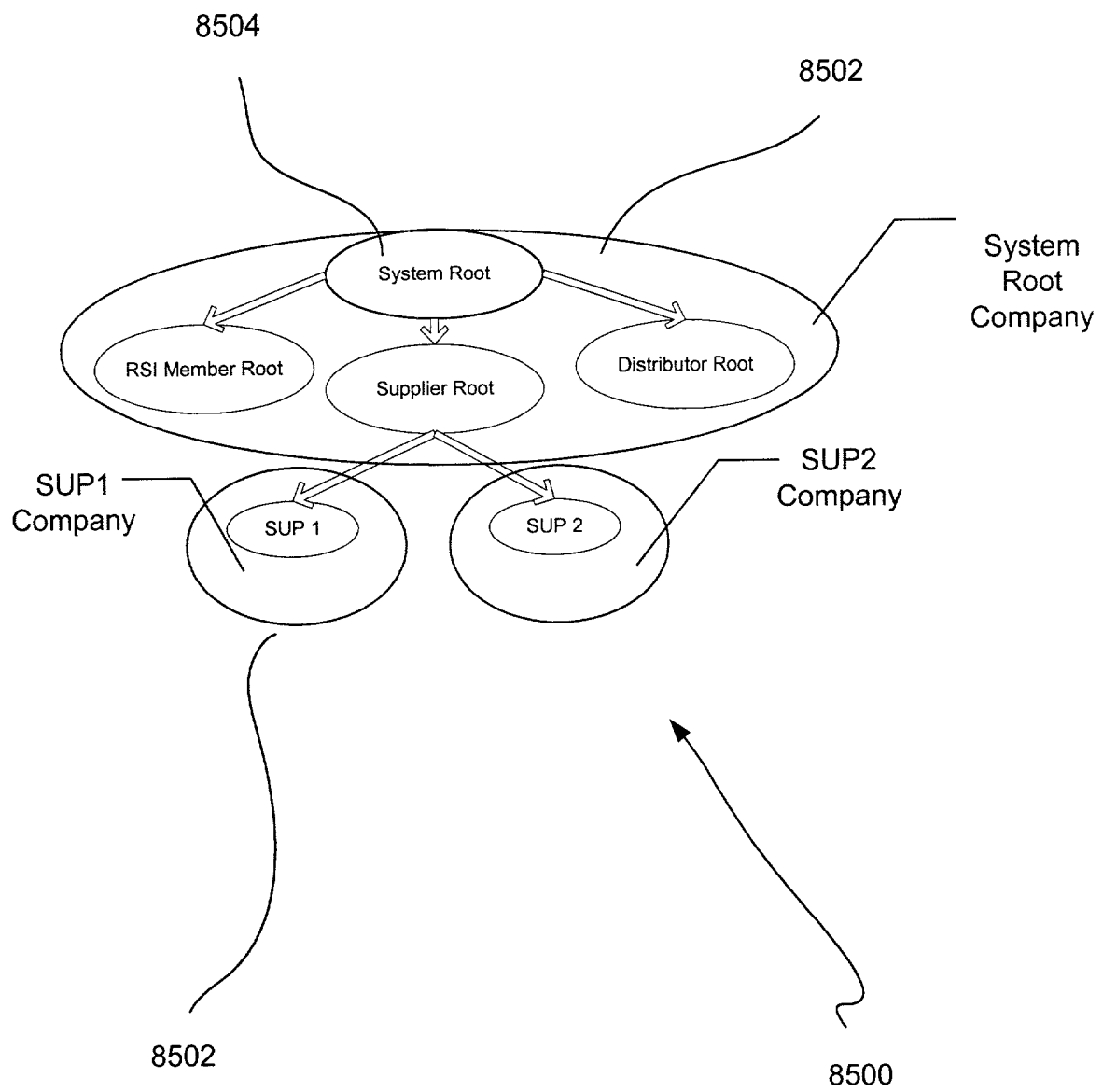
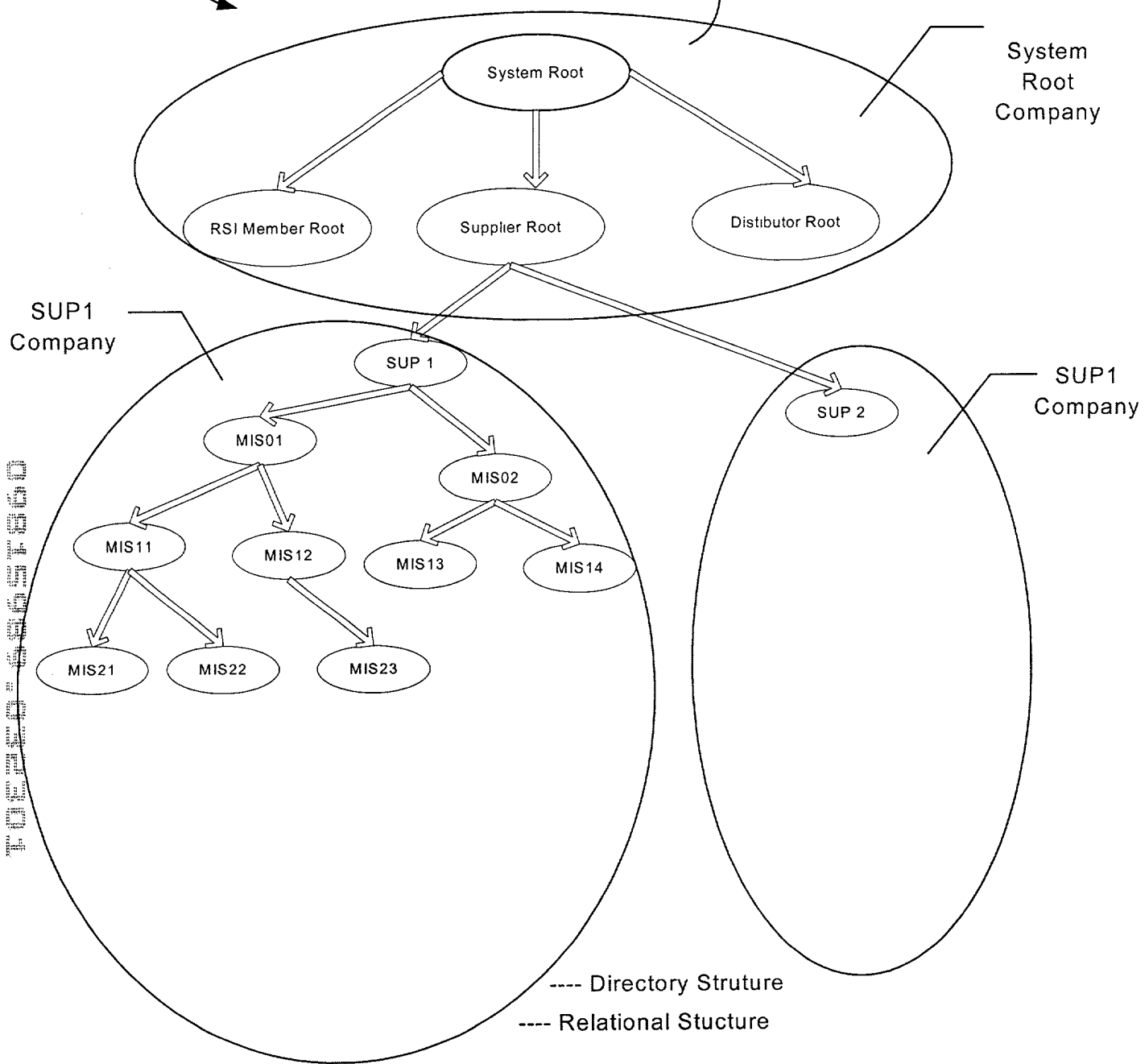


Fig. 85

8600

8602

**Fig. 86**

Group Hierarchy Management: Data Flow

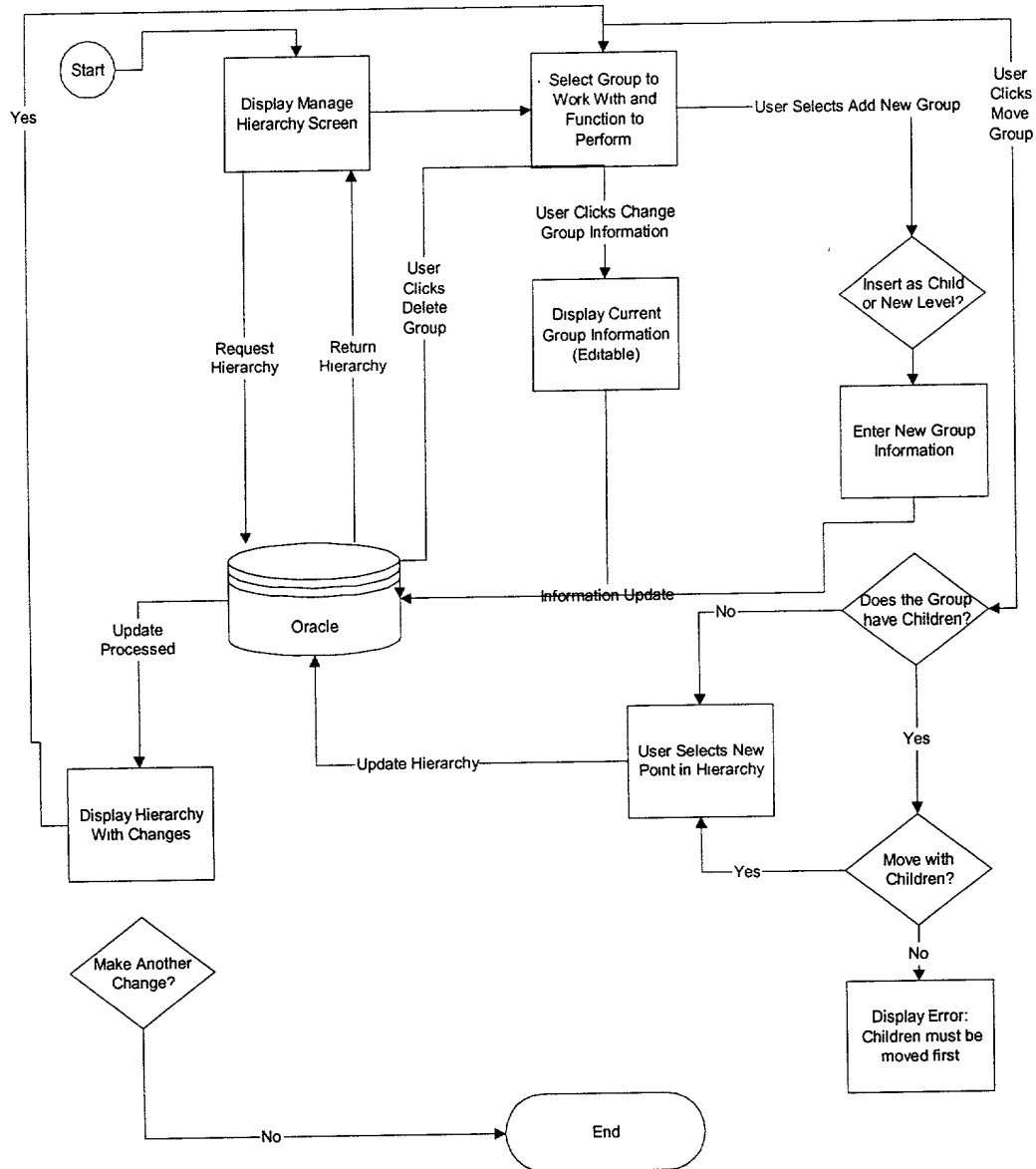
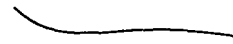


Fig. 87

8800



8804



8802



8800

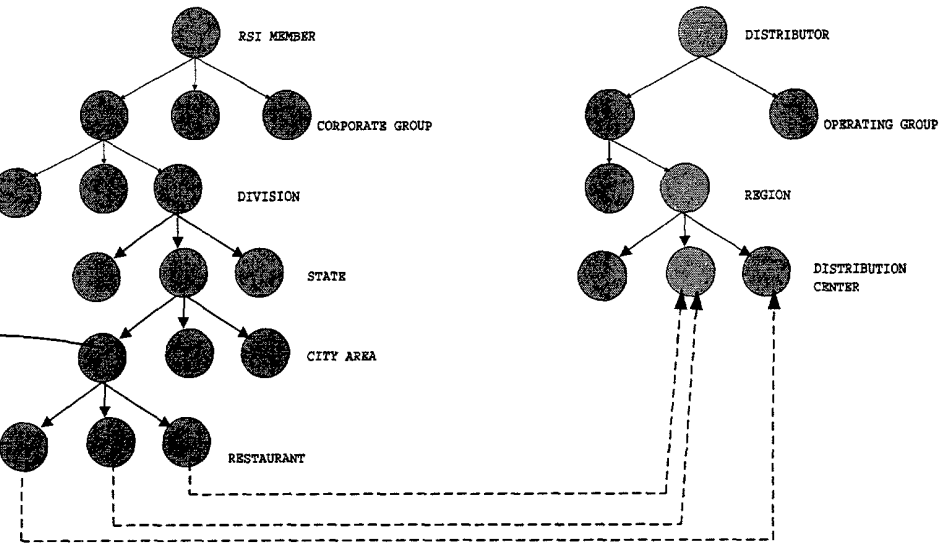


Fig. 88

8902

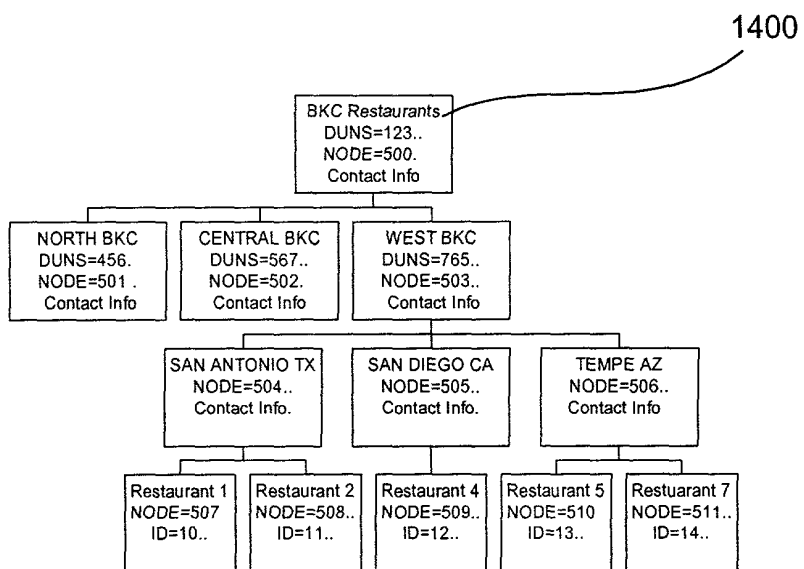


Fig. 89

9000

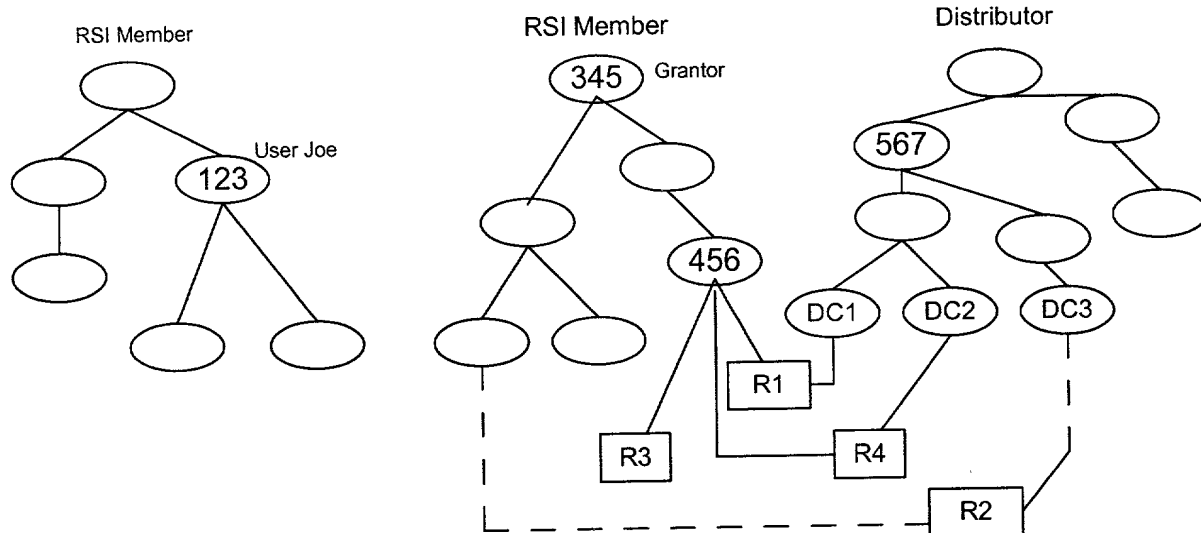


FIG. 90

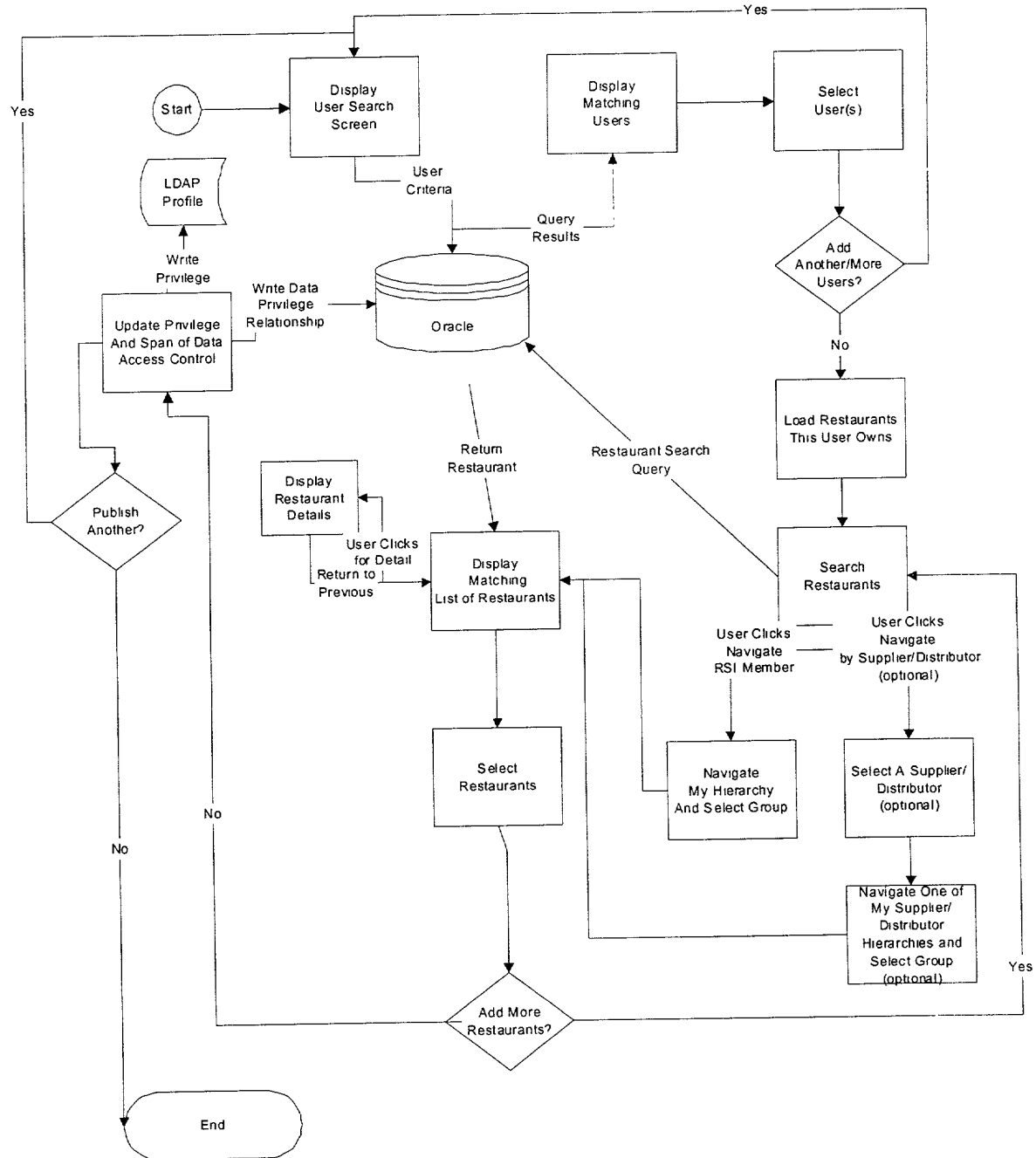


Fig. 91

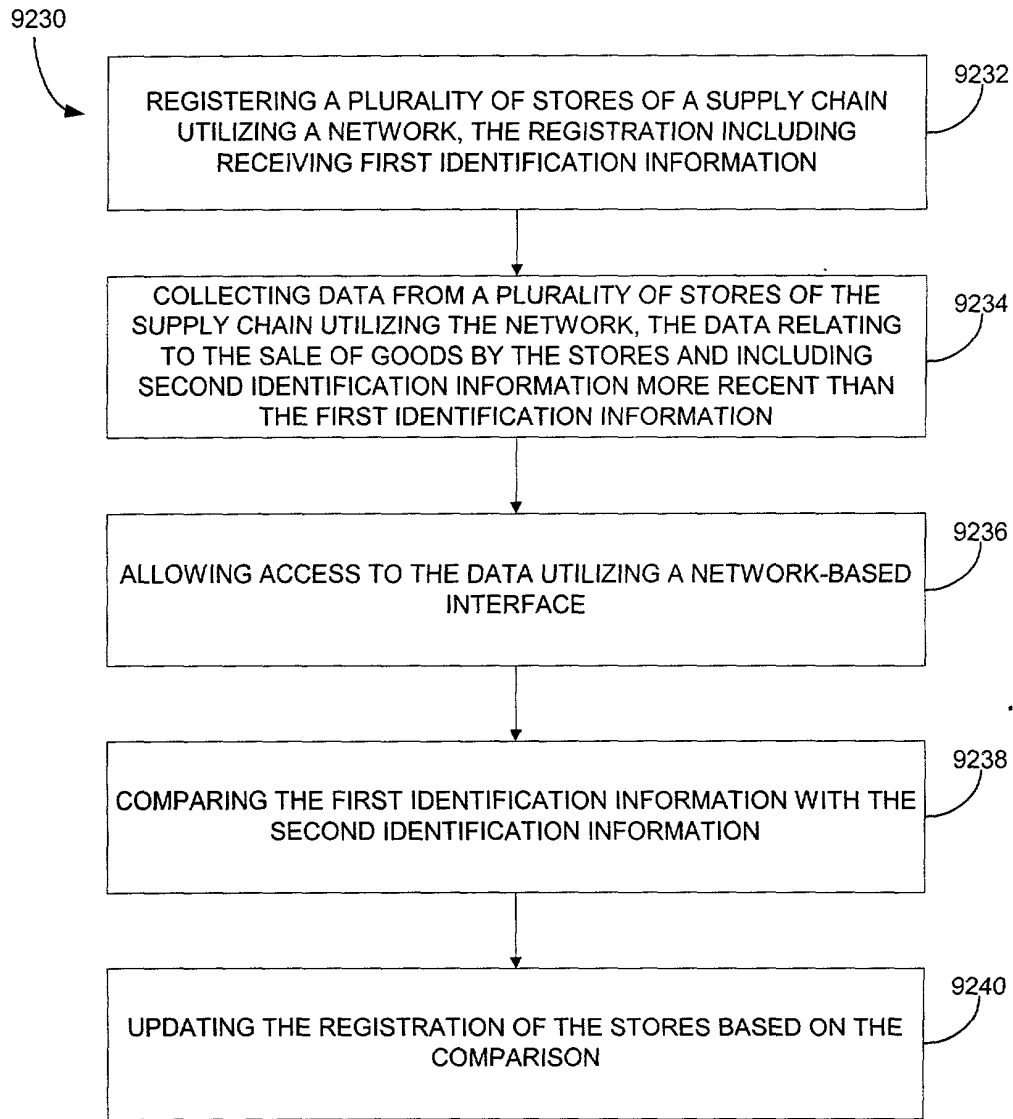


FIG. 92

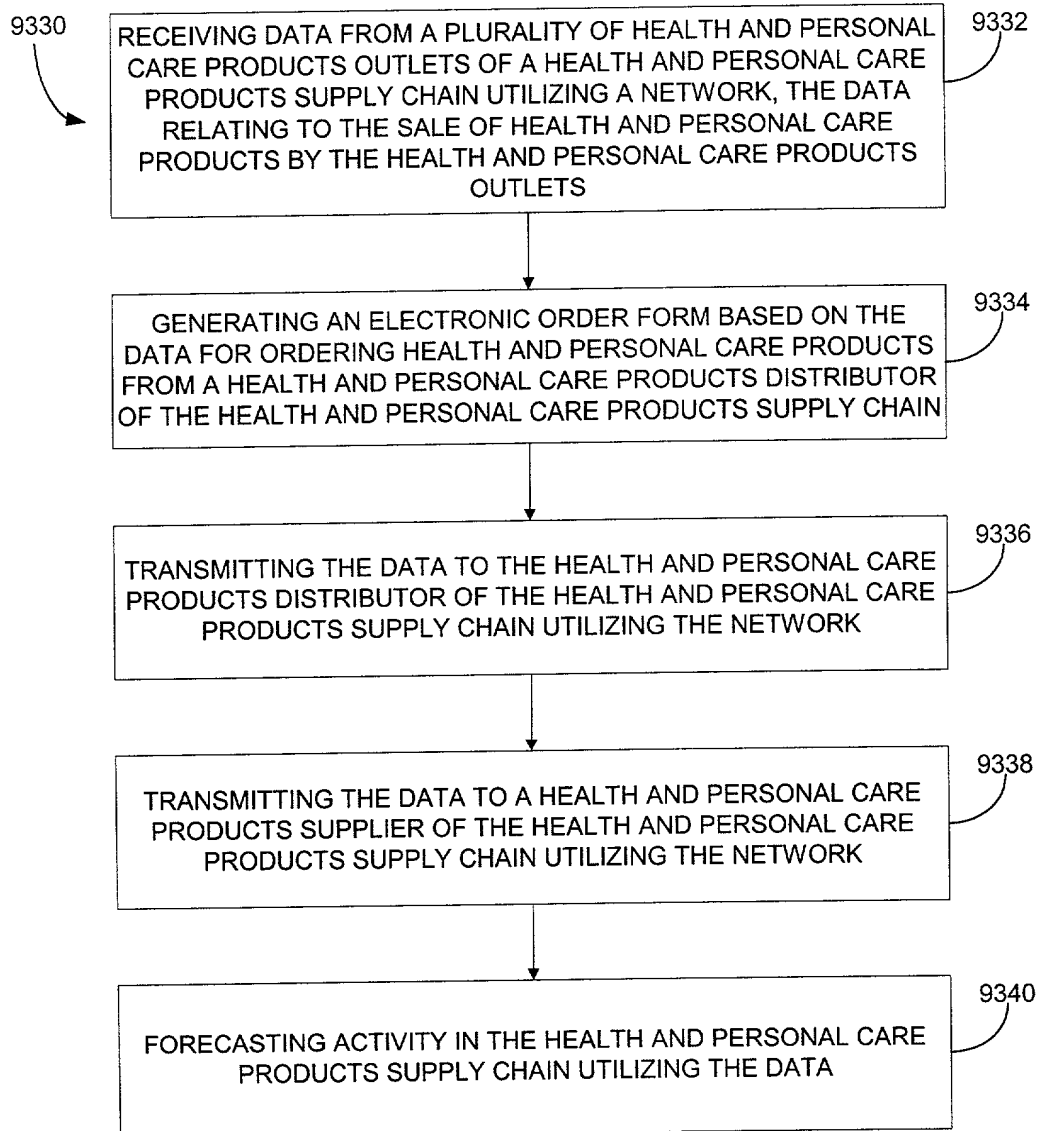


FIG. 93

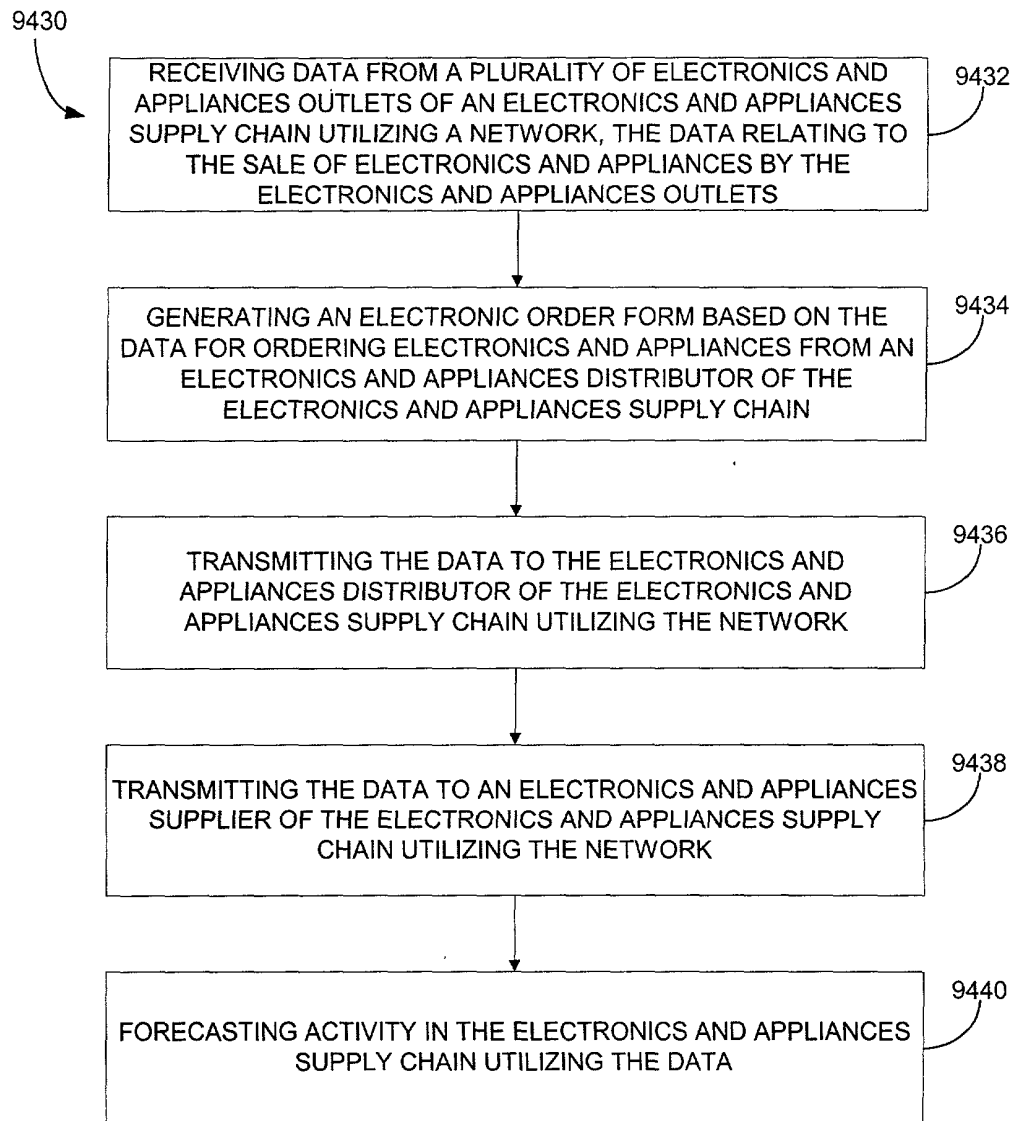


FIG. 94

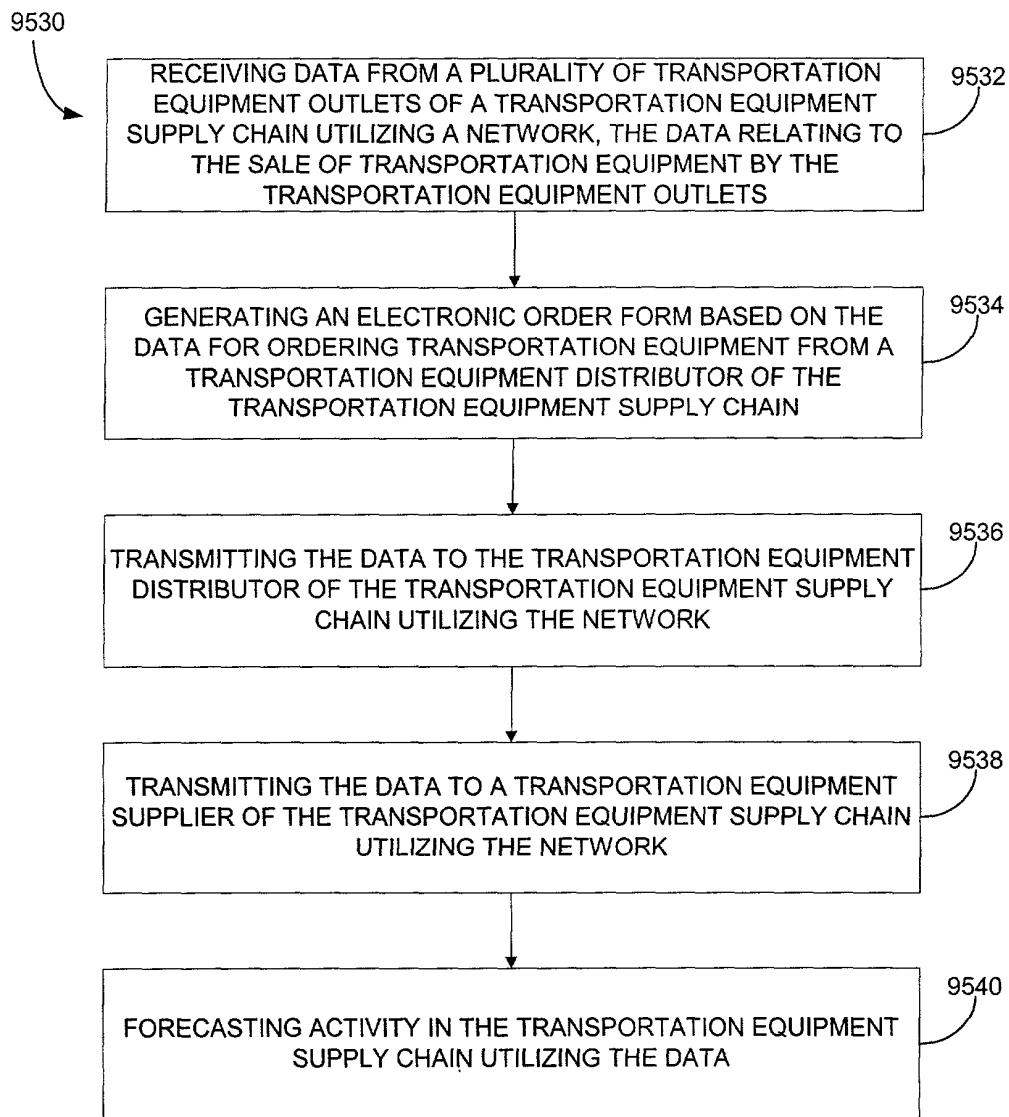


FIG. 95

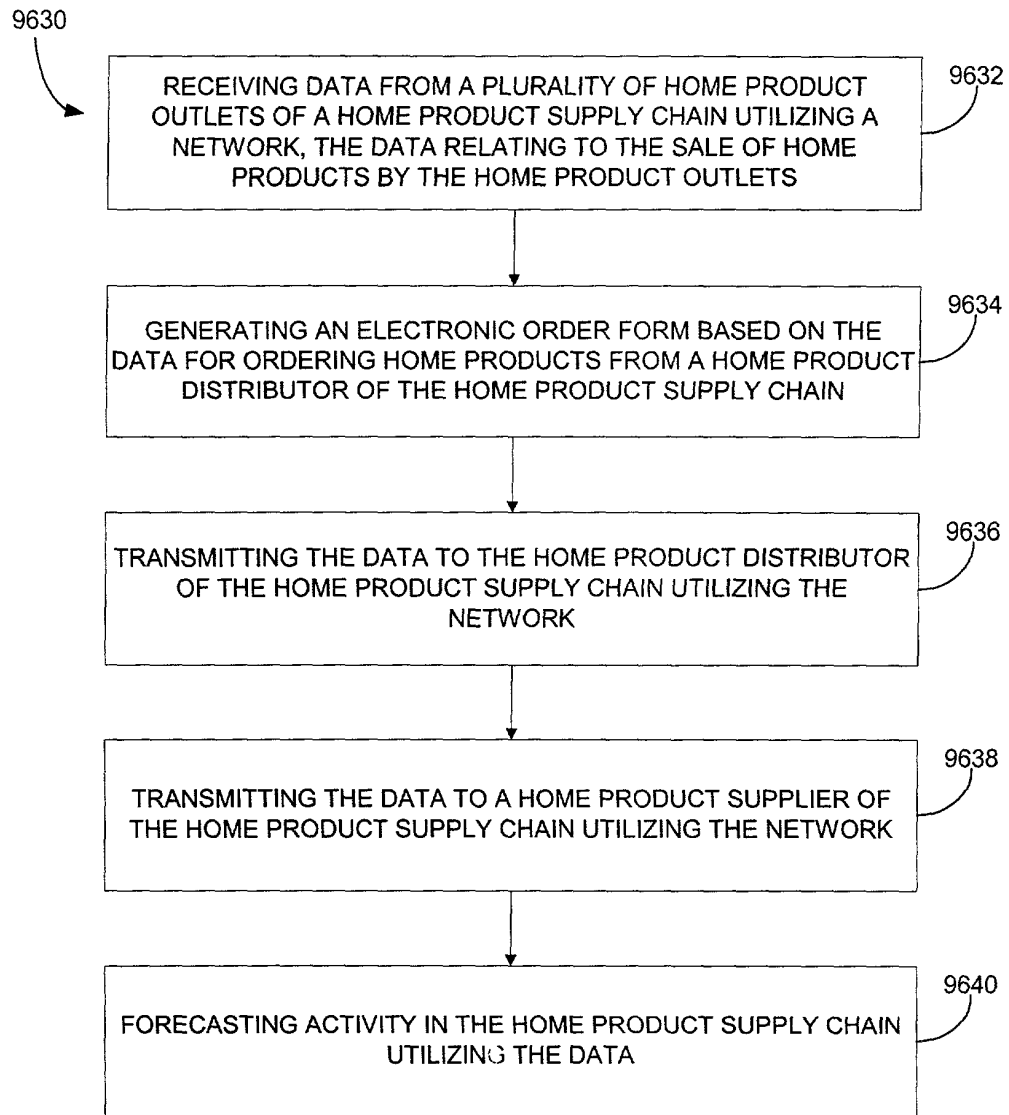


FIG. 96

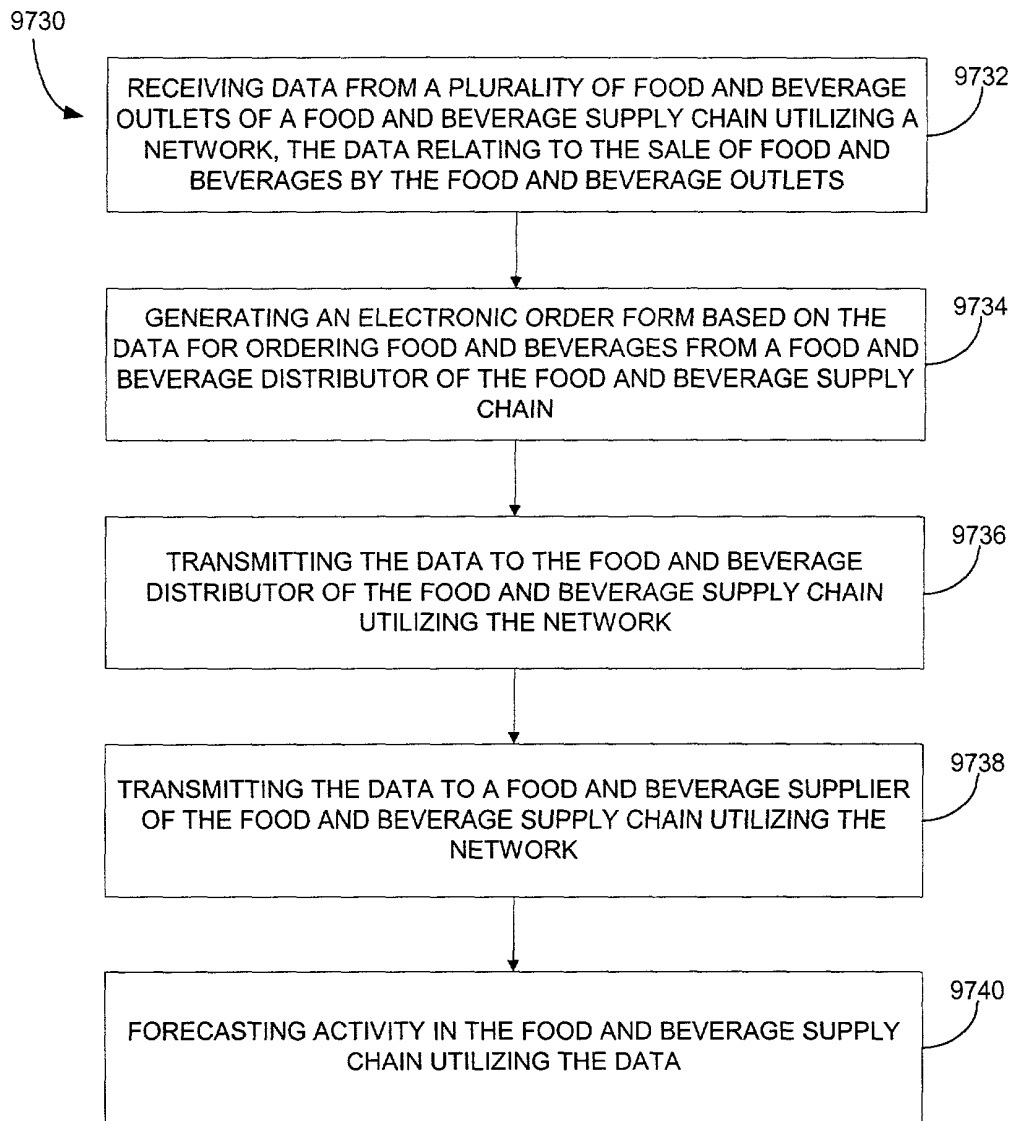


FIG. 97

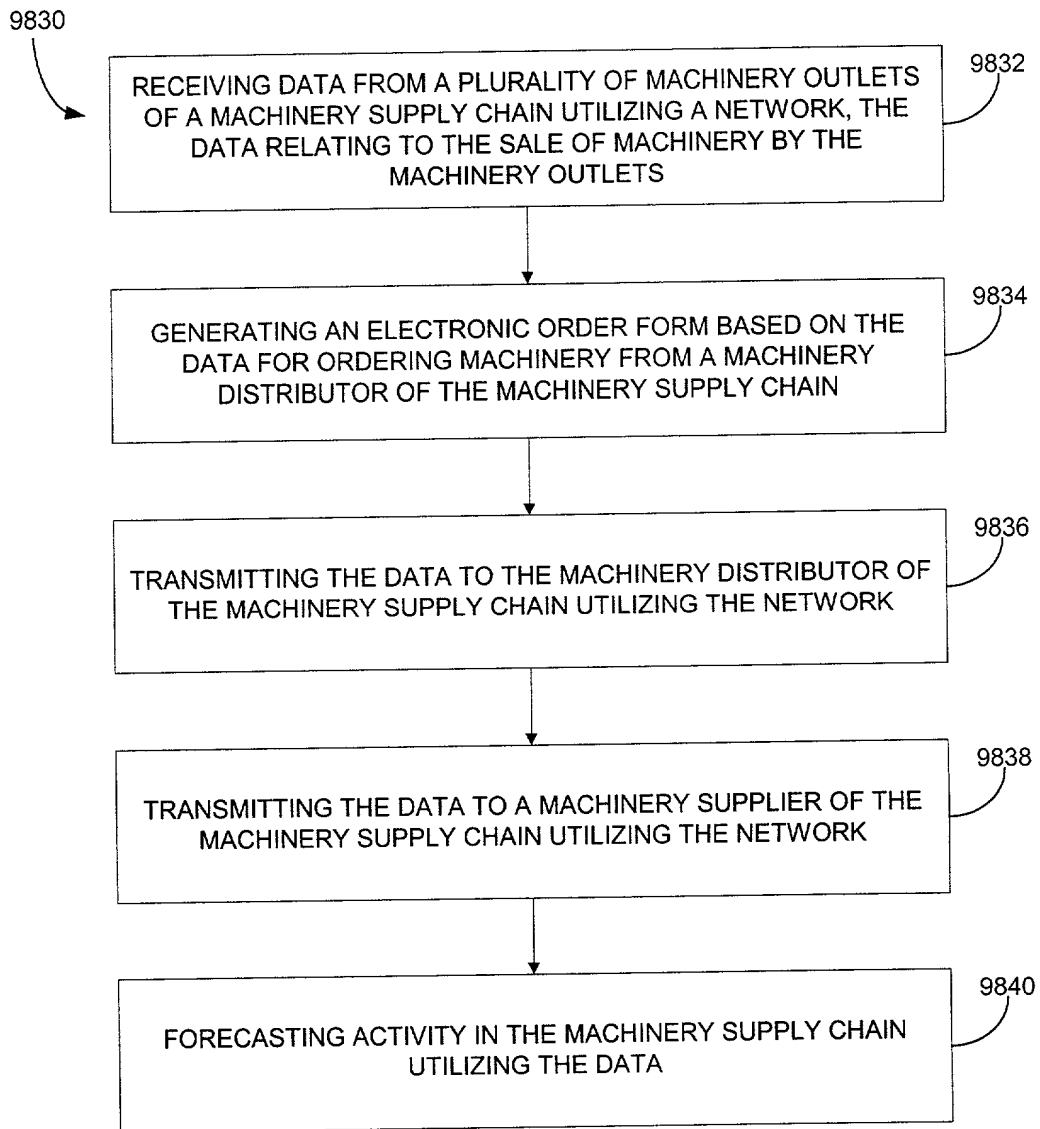


FIG. 98

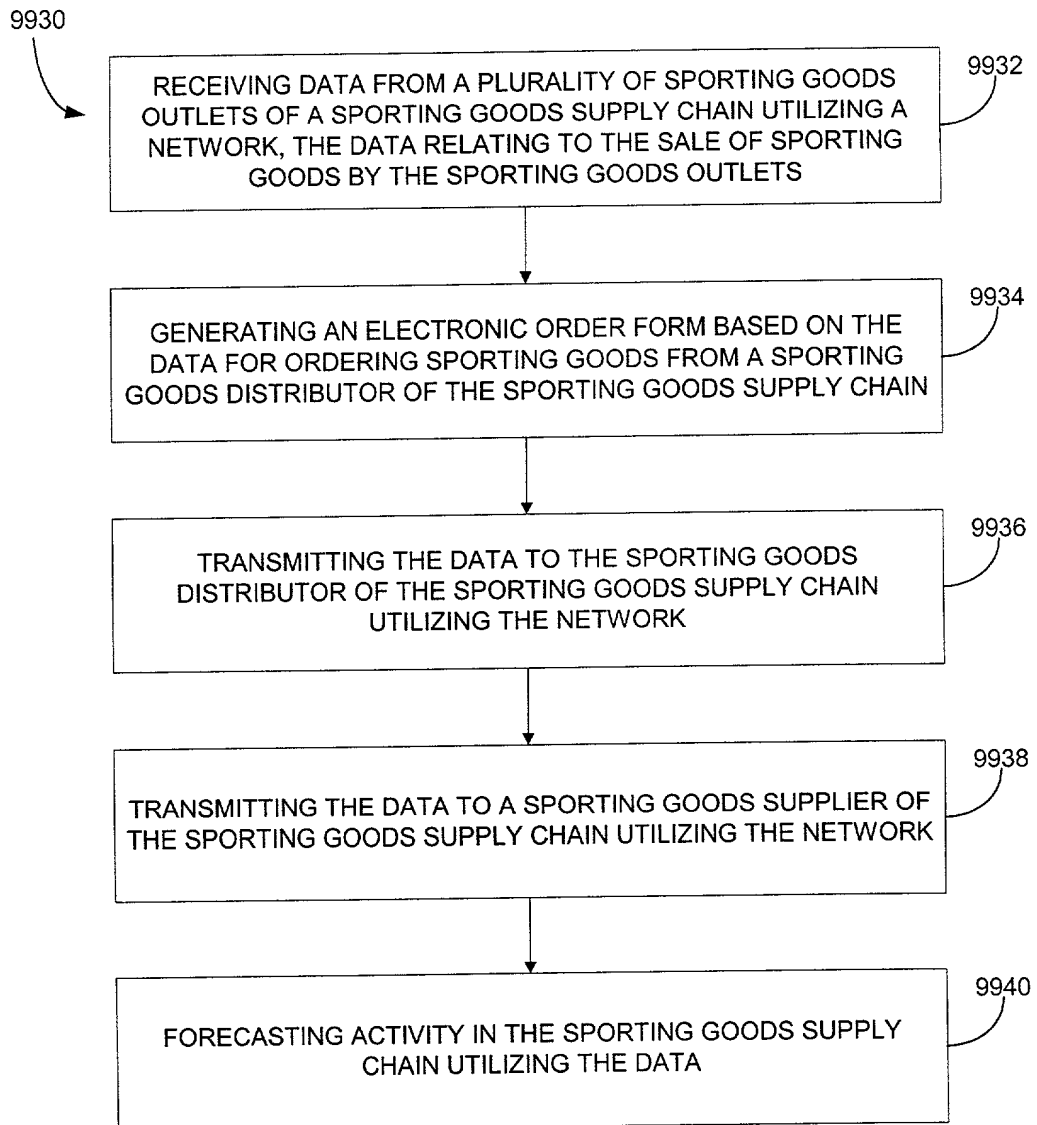


FIG. 99

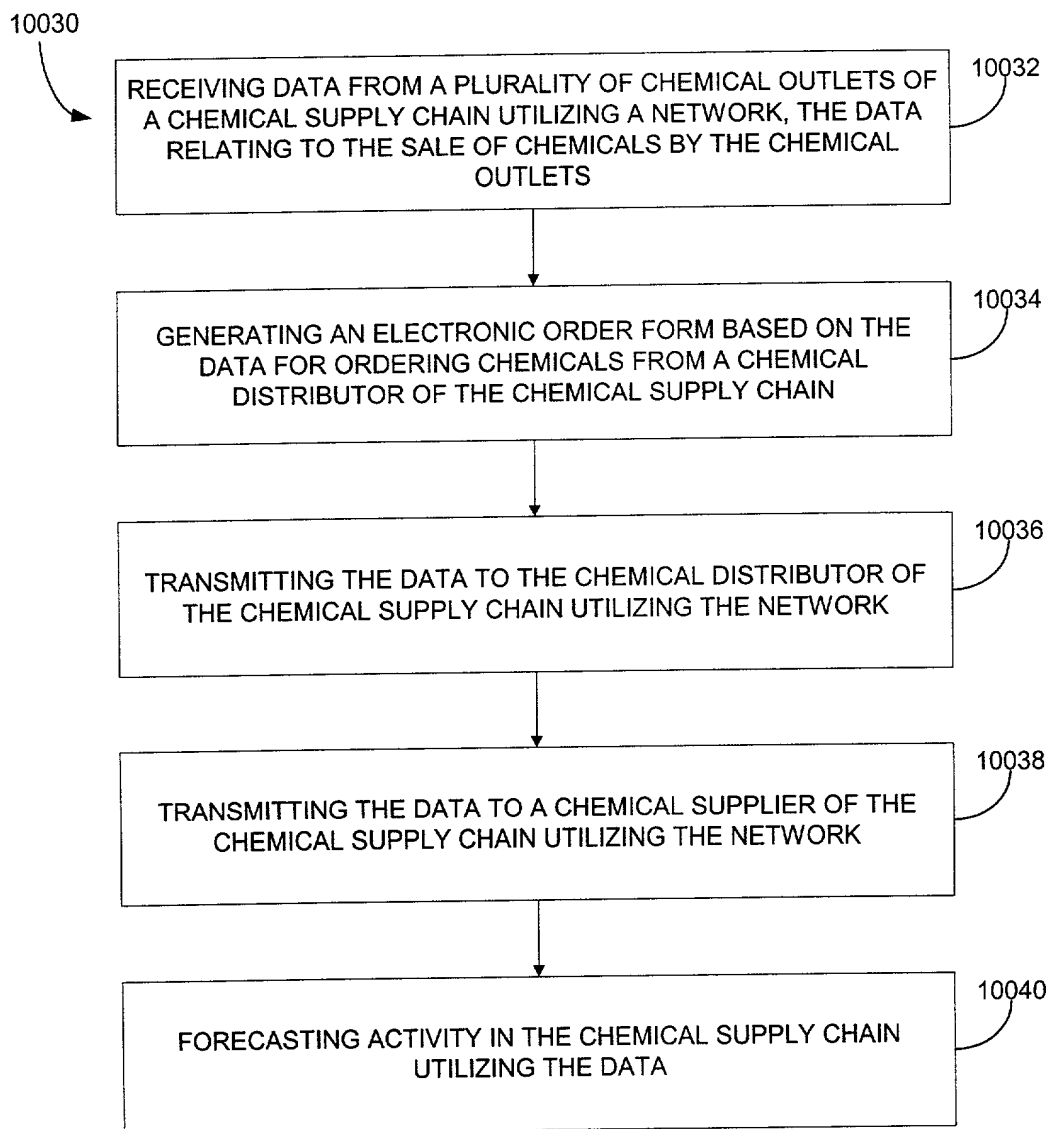


FIG. 100

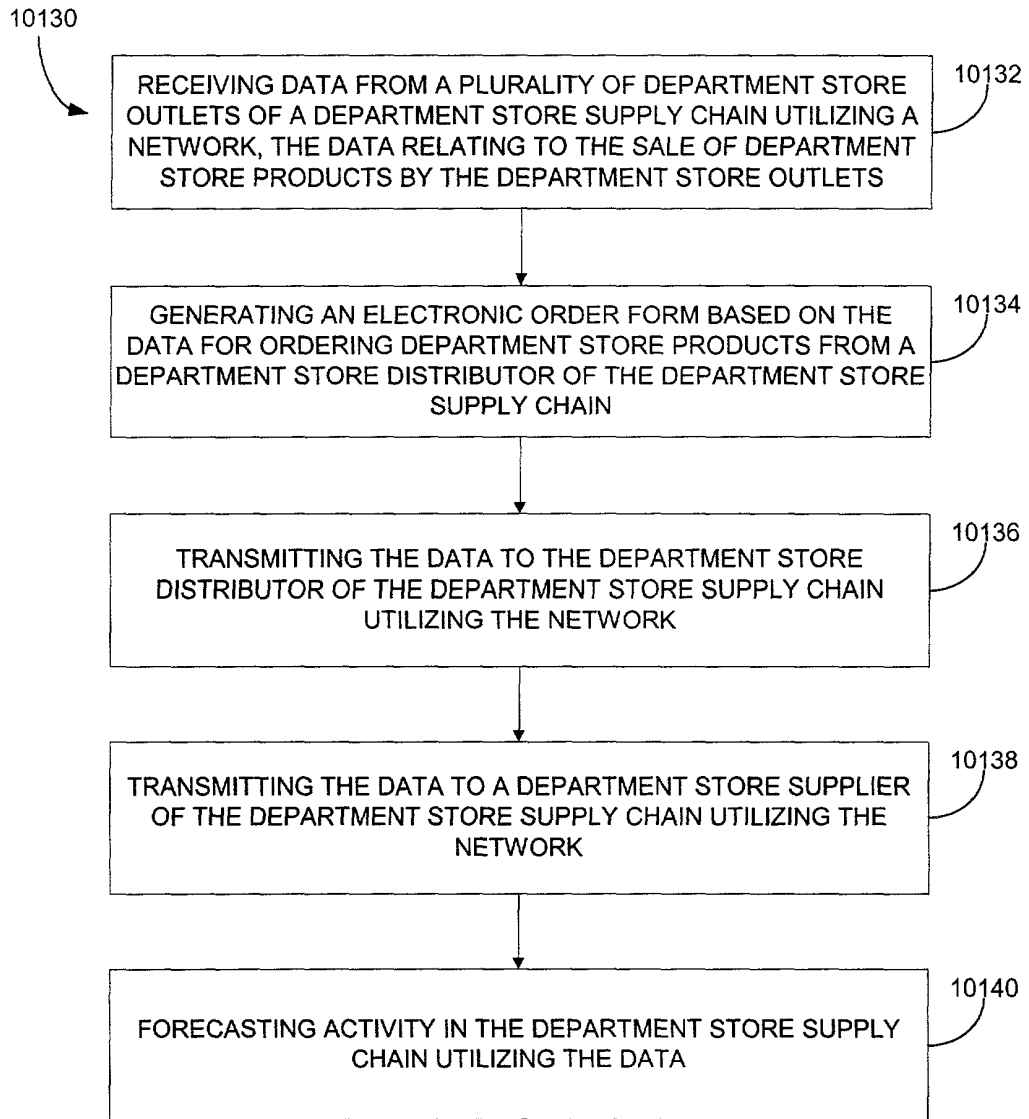


FIG. 101

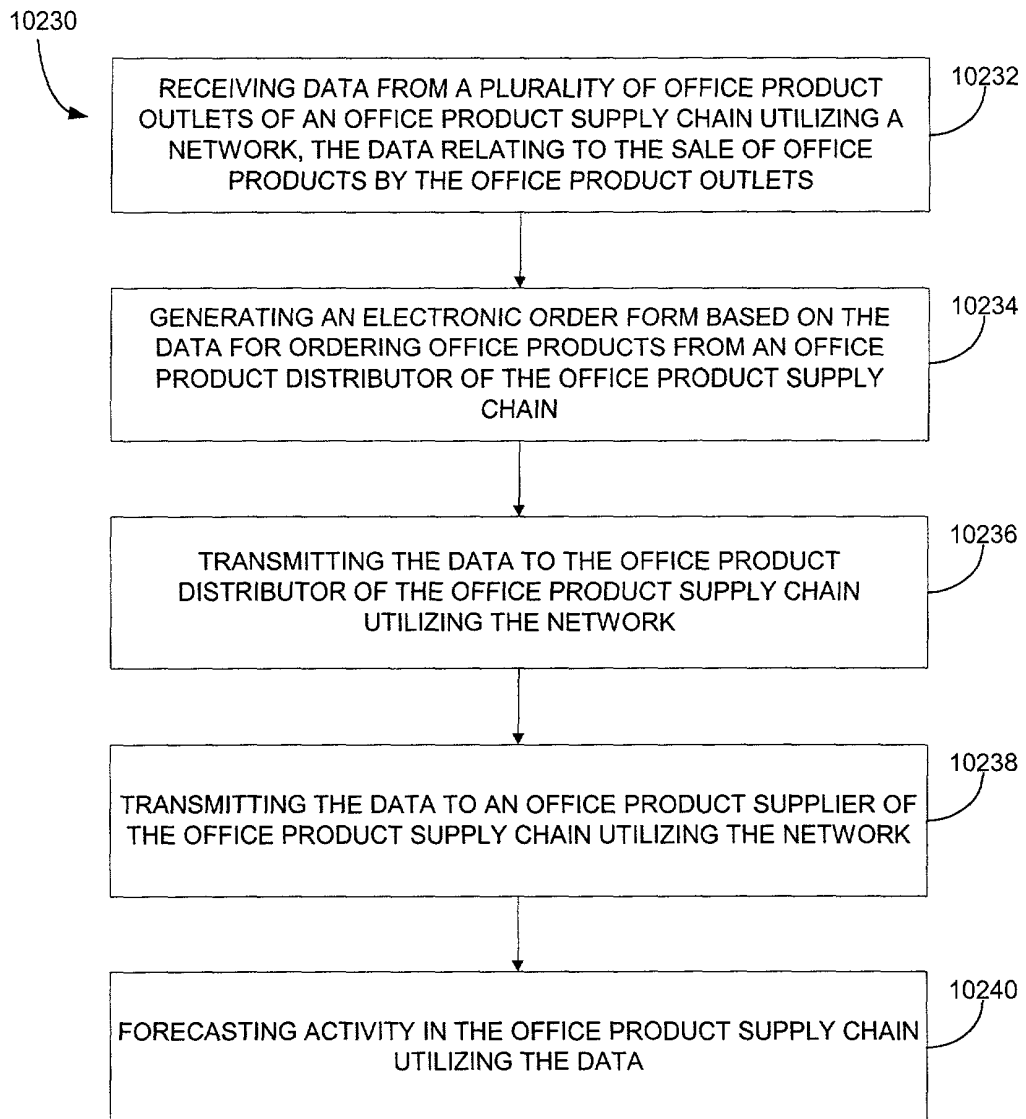


FIG. 102A

10260

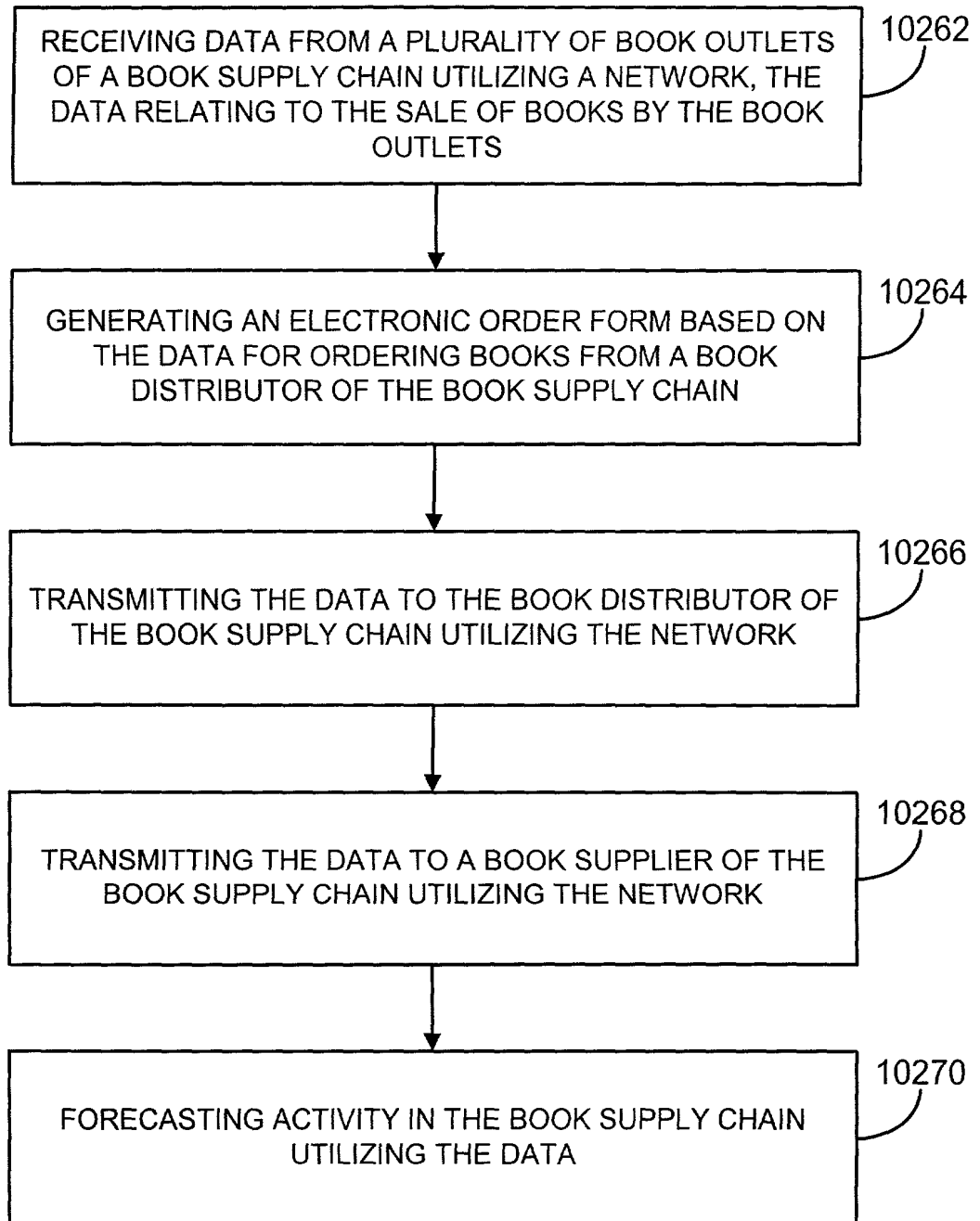


FIG. 102B

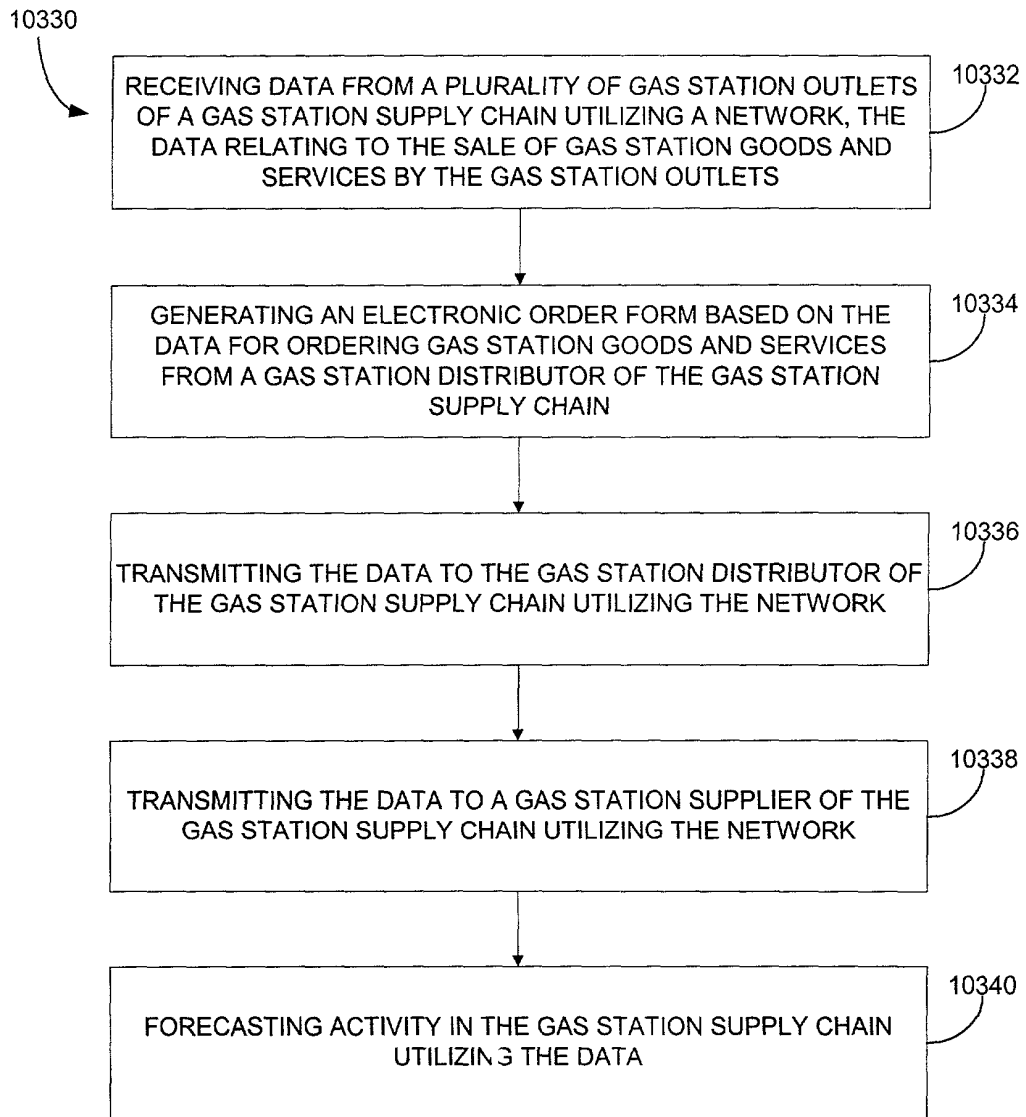


FIG. 103

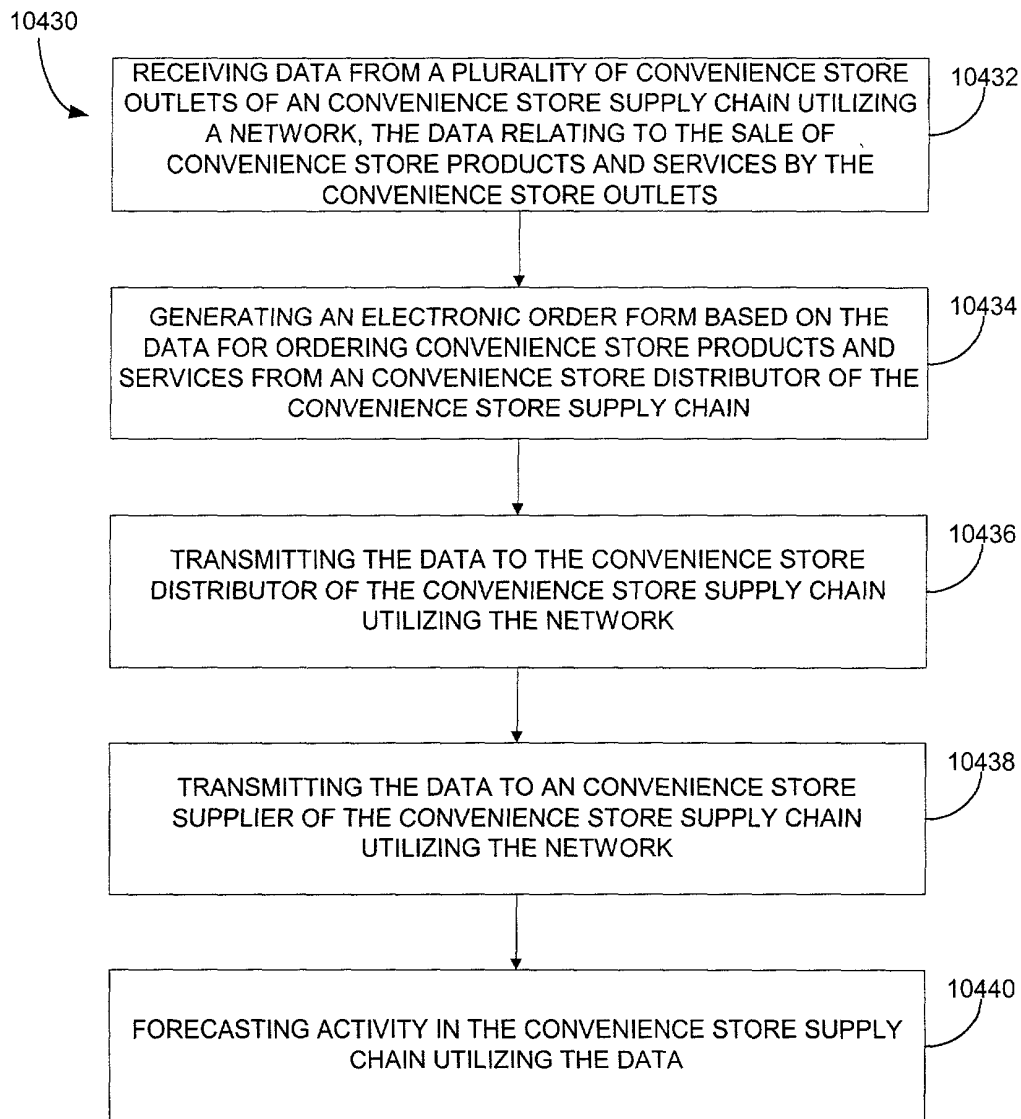


FIG. 104A

10460

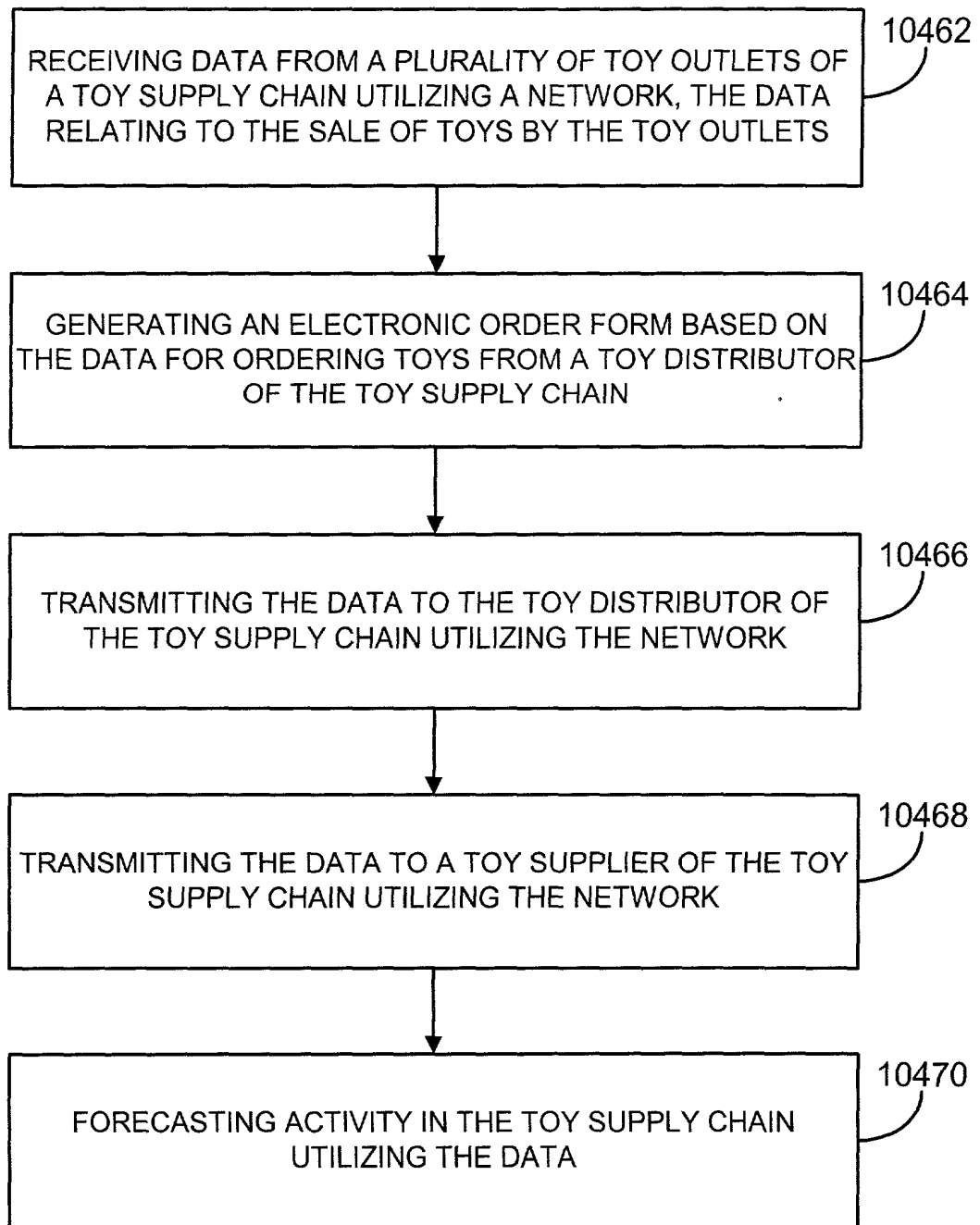


FIG. 104B

FIG. 105

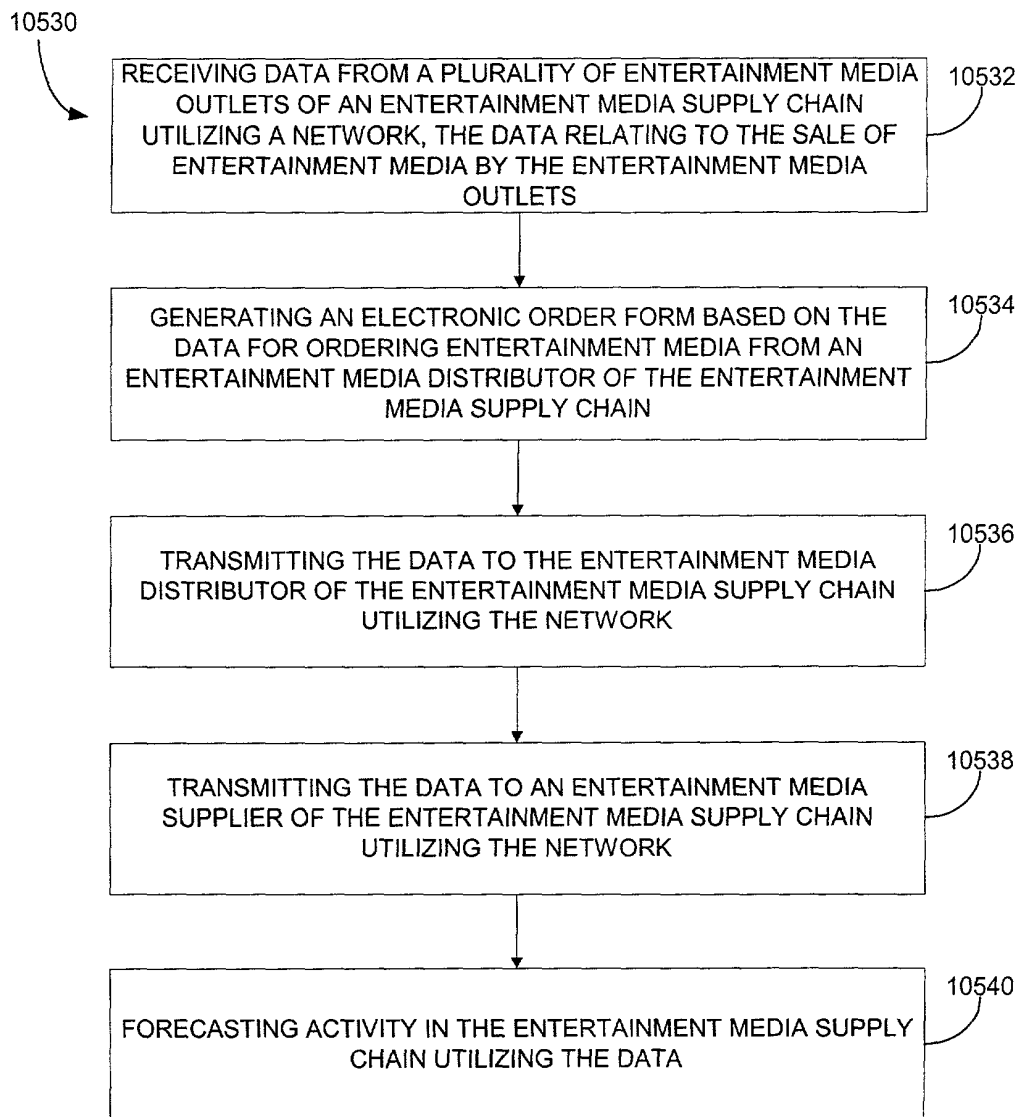


FIG. 105

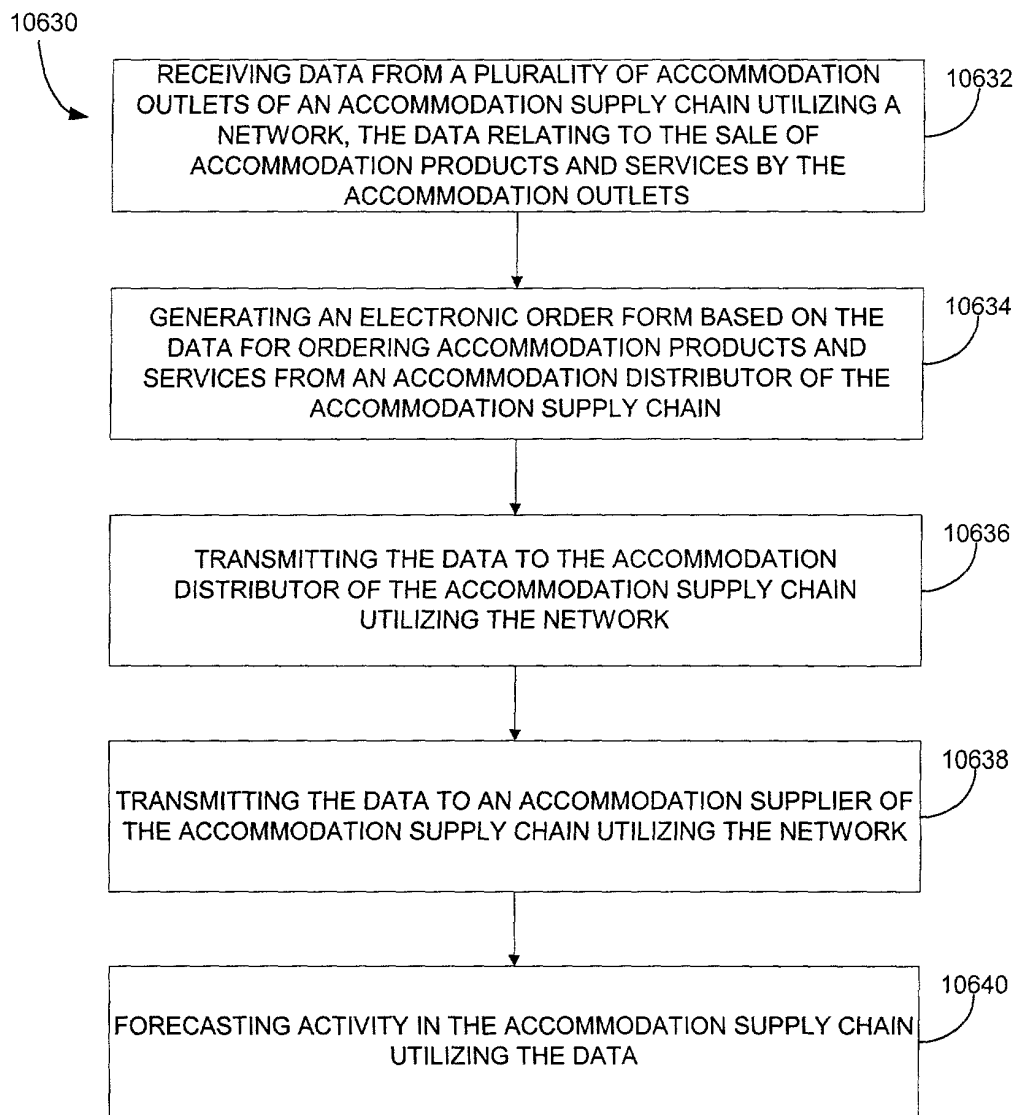


FIG. 106

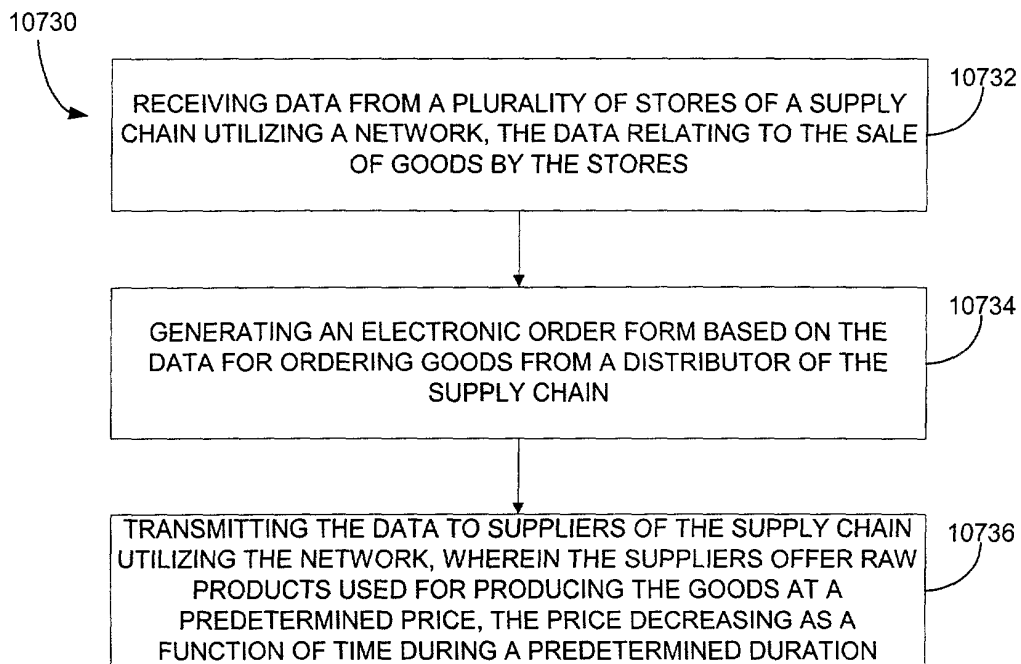


FIG. 107

FIG. 107

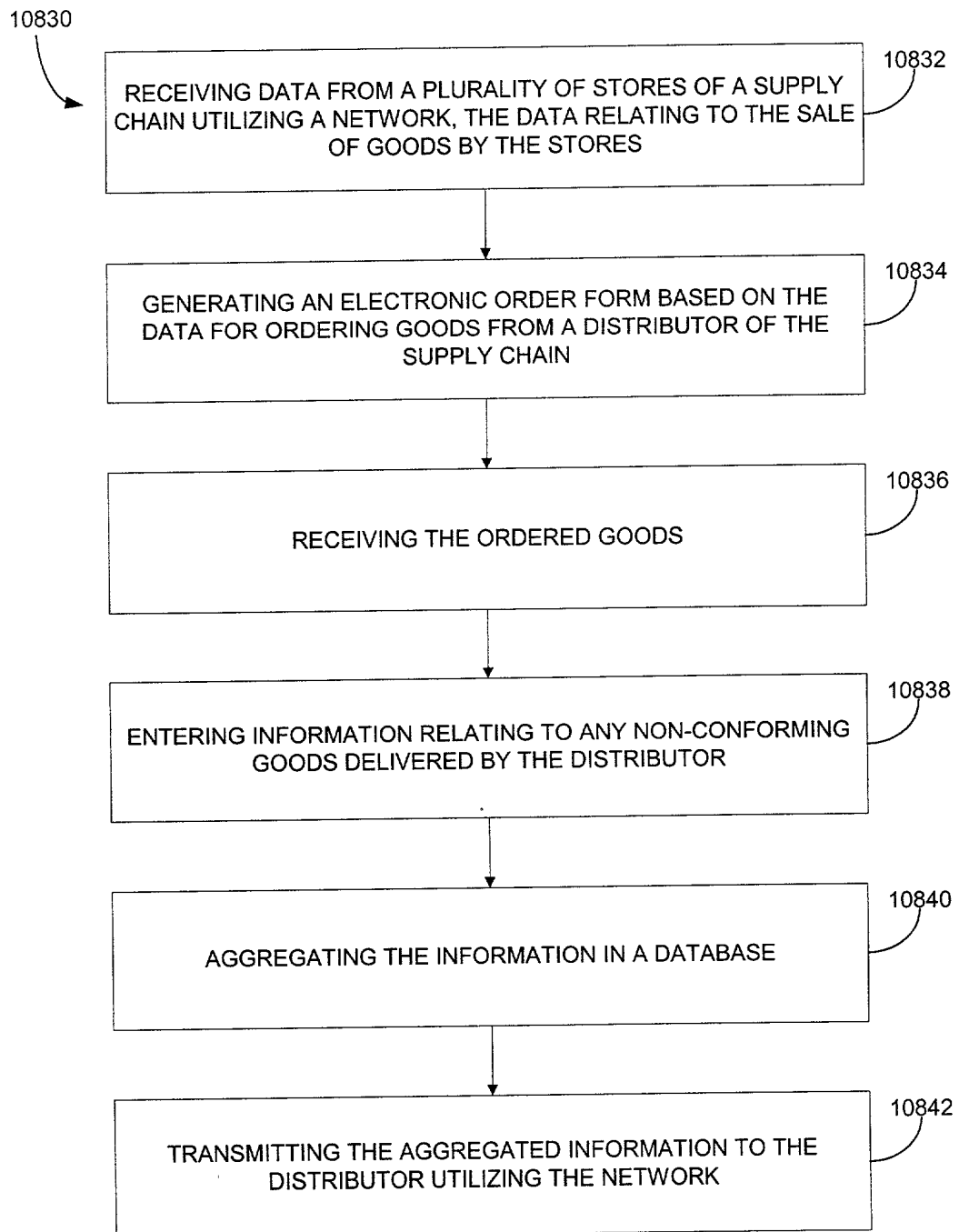


FIG. 108

10900

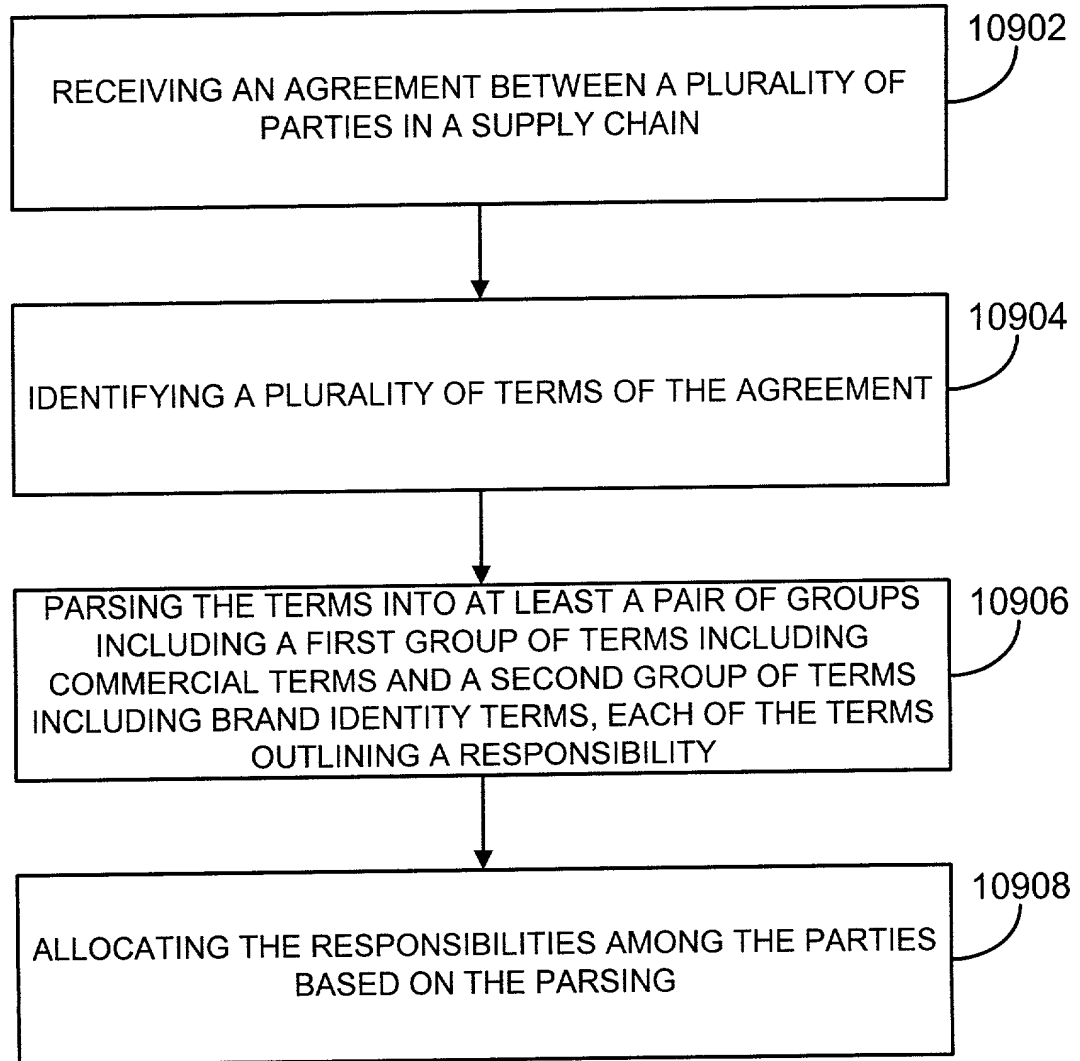


FIG. 109

11000

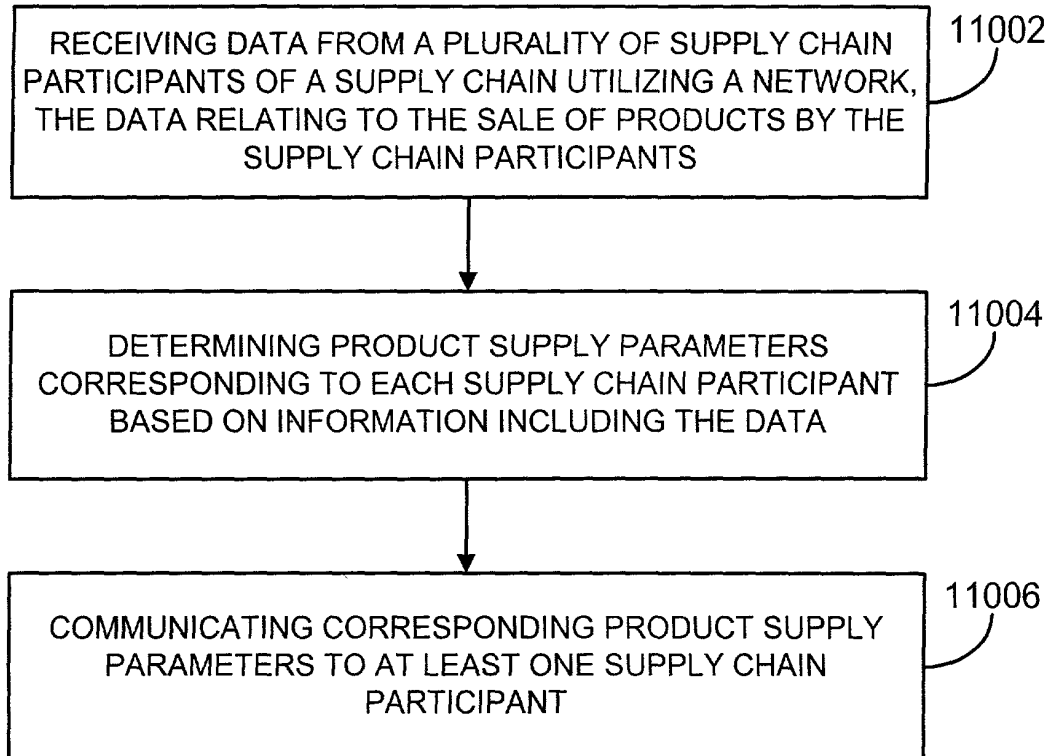


FIG. 110

FIG. 110

11100

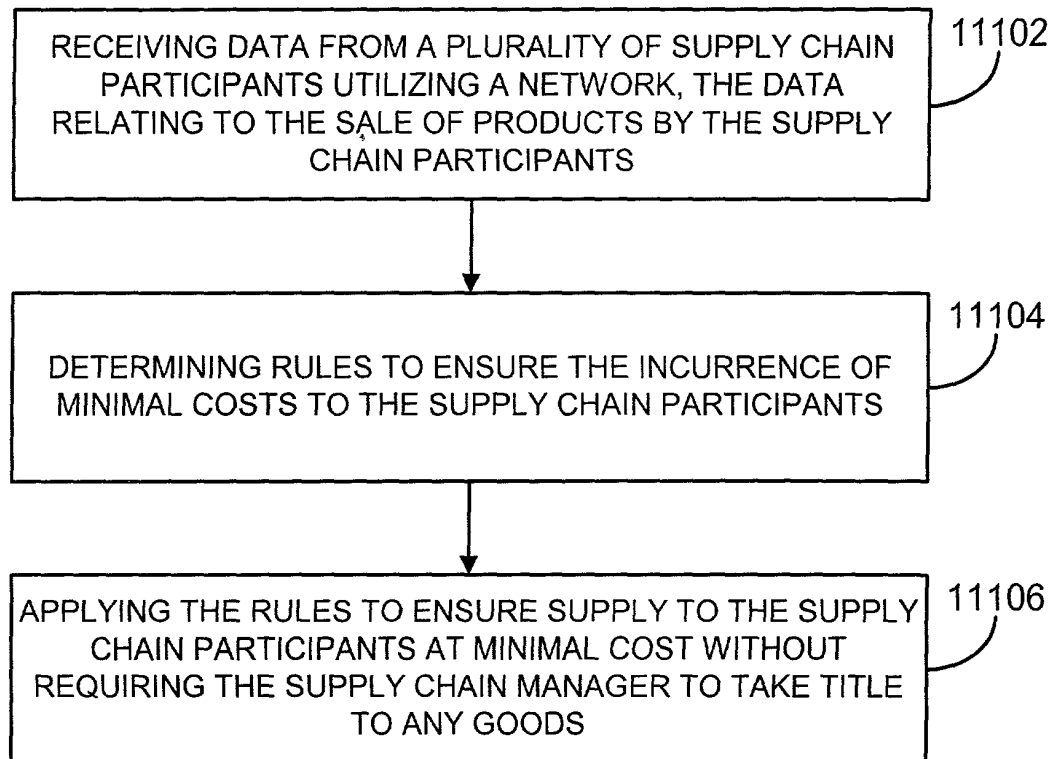


FIG. 111

11200

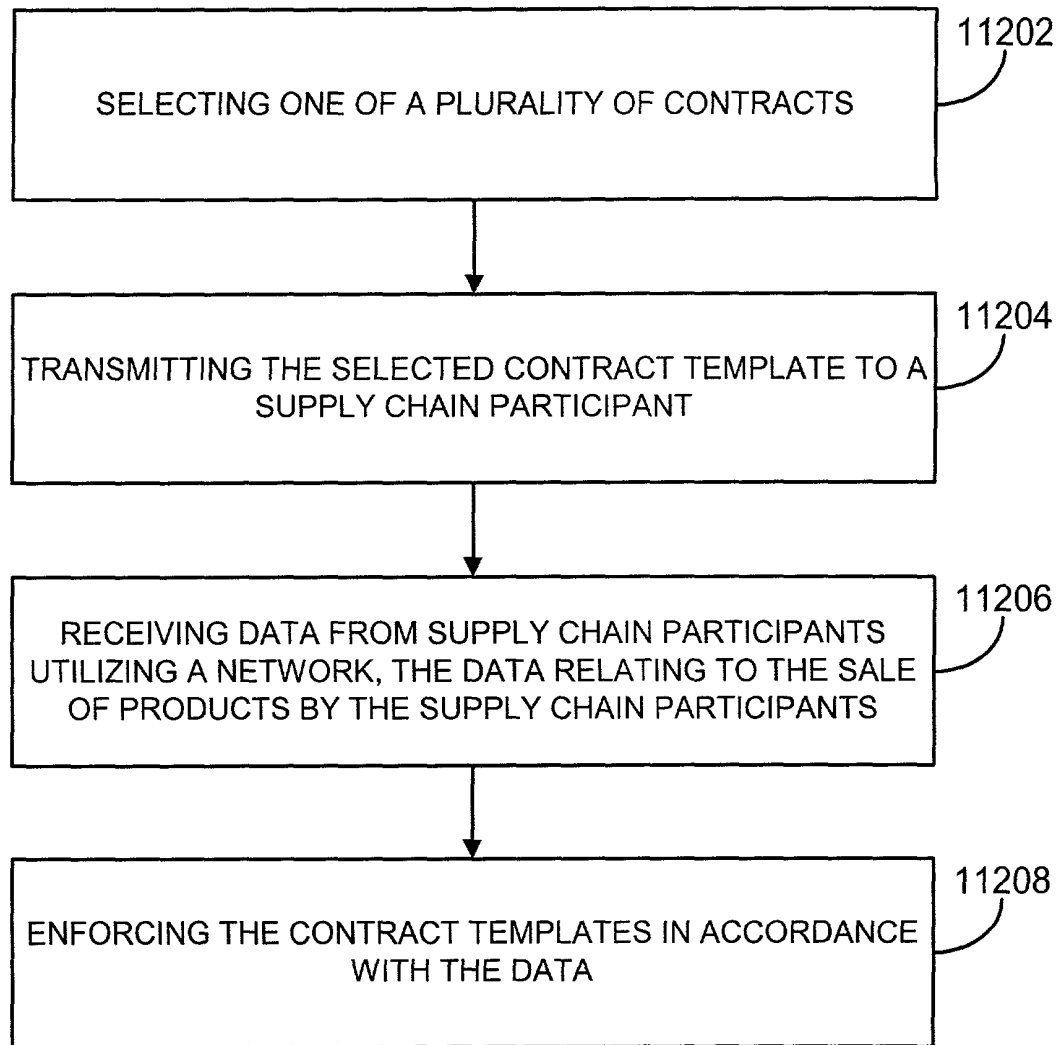


FIG. 112

11300

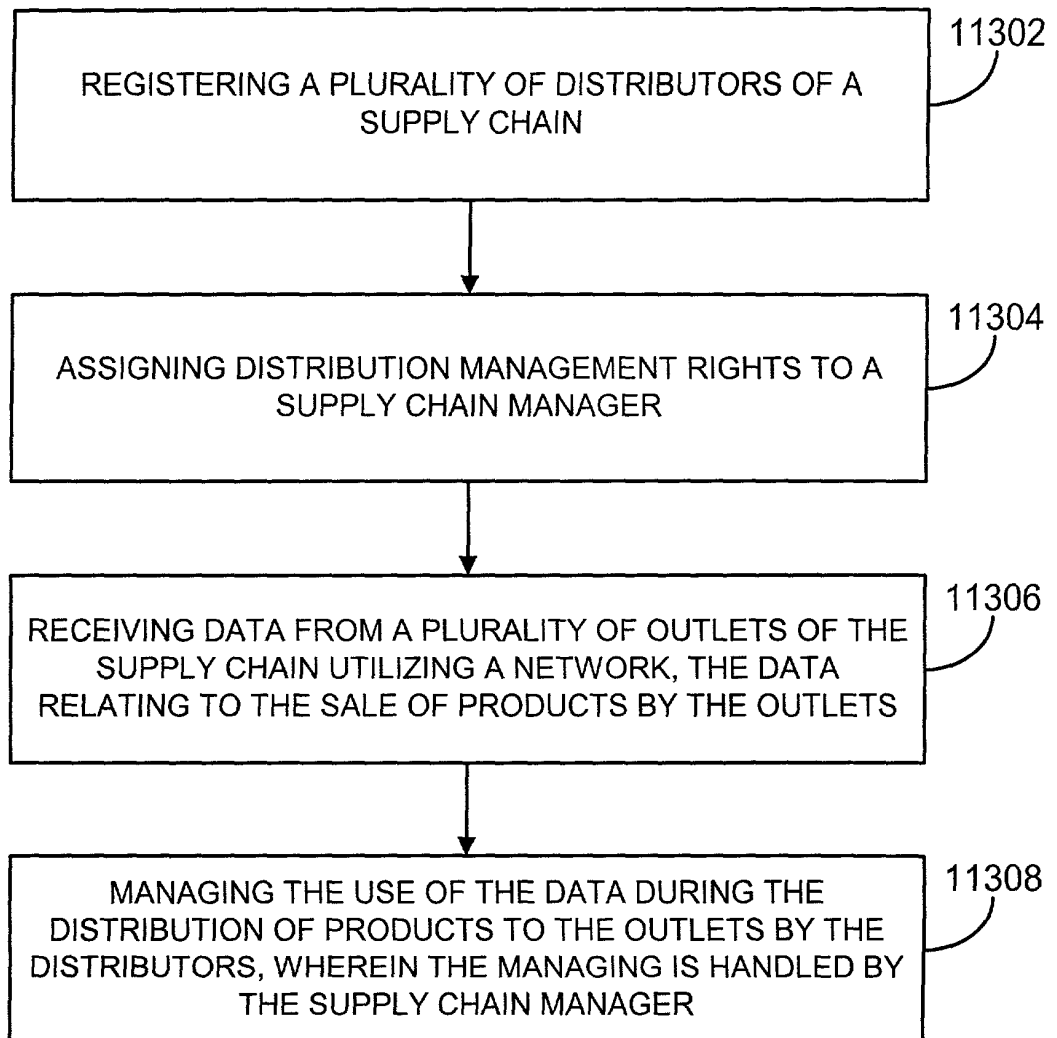


FIG. 113

11400

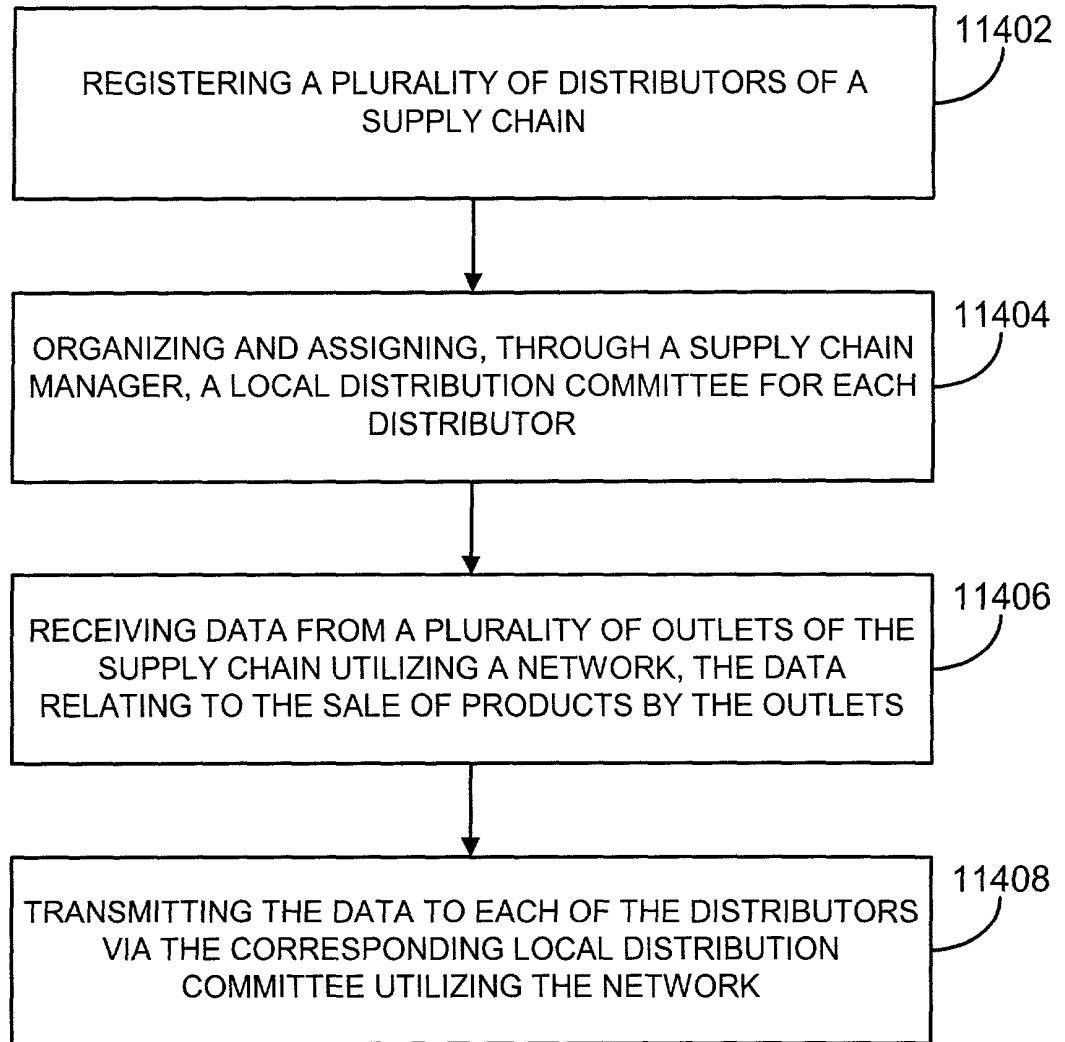


FIG. 114

11500

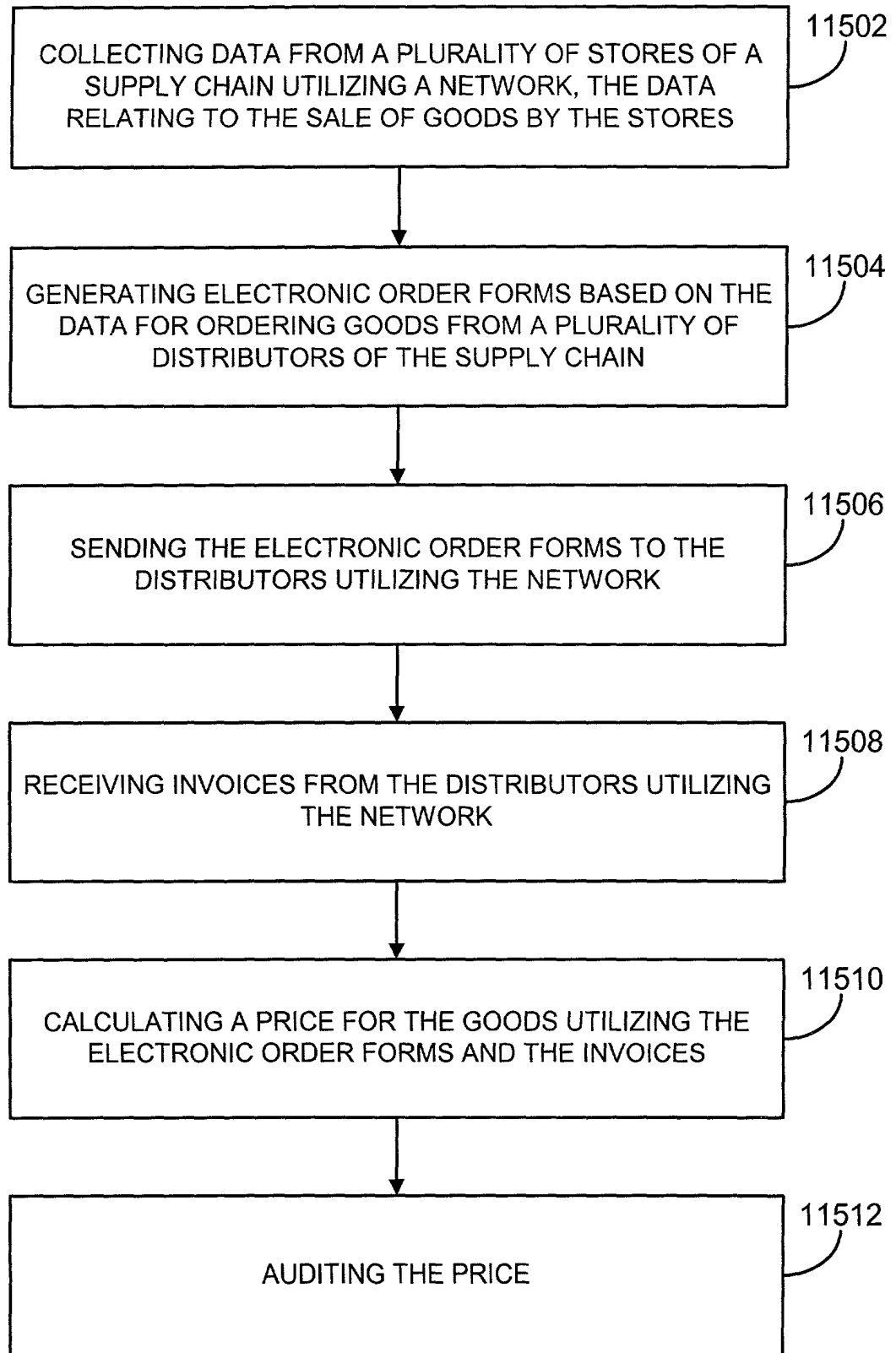


FIG. 115

11600

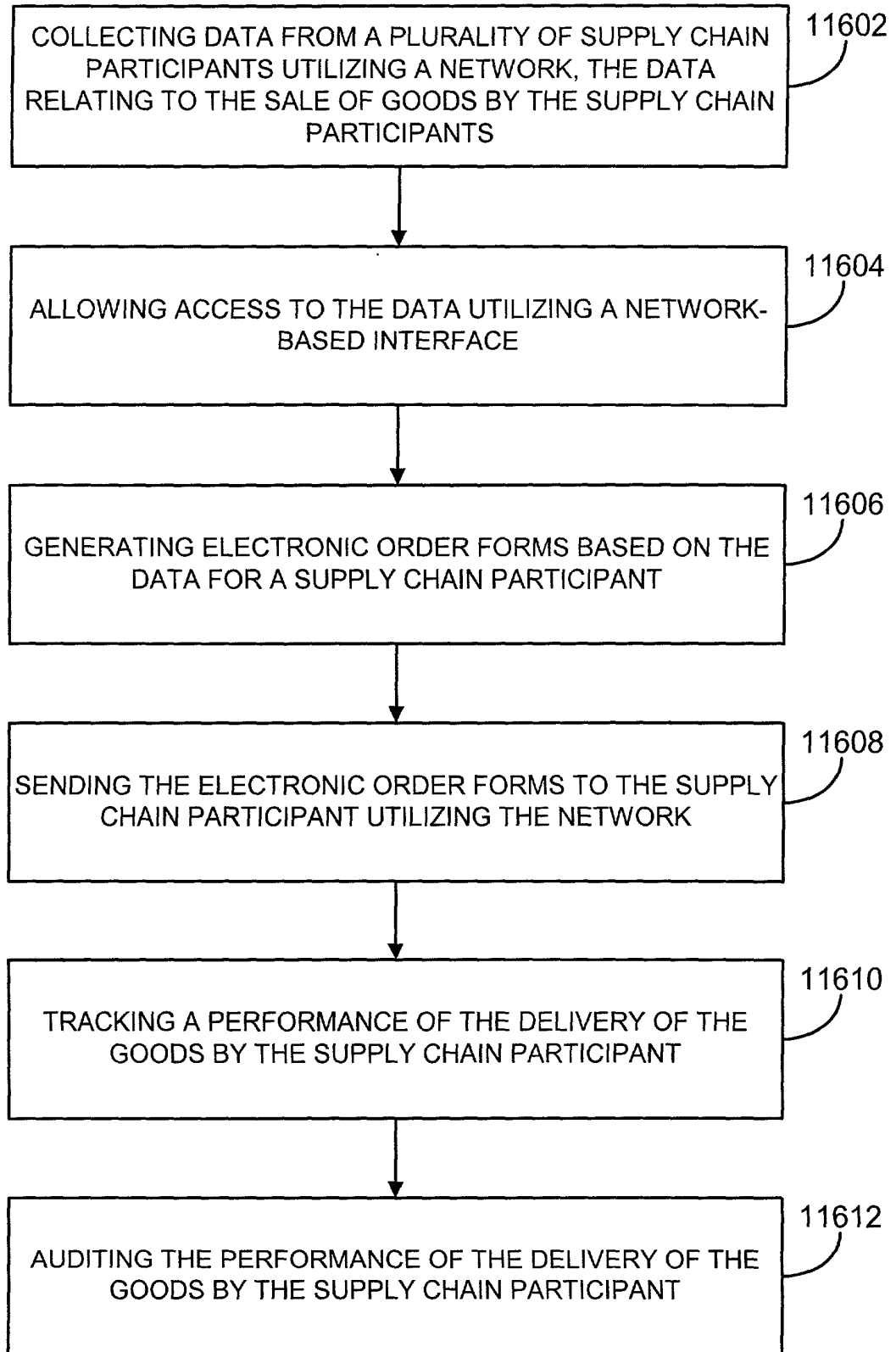


FIG. 116

11700

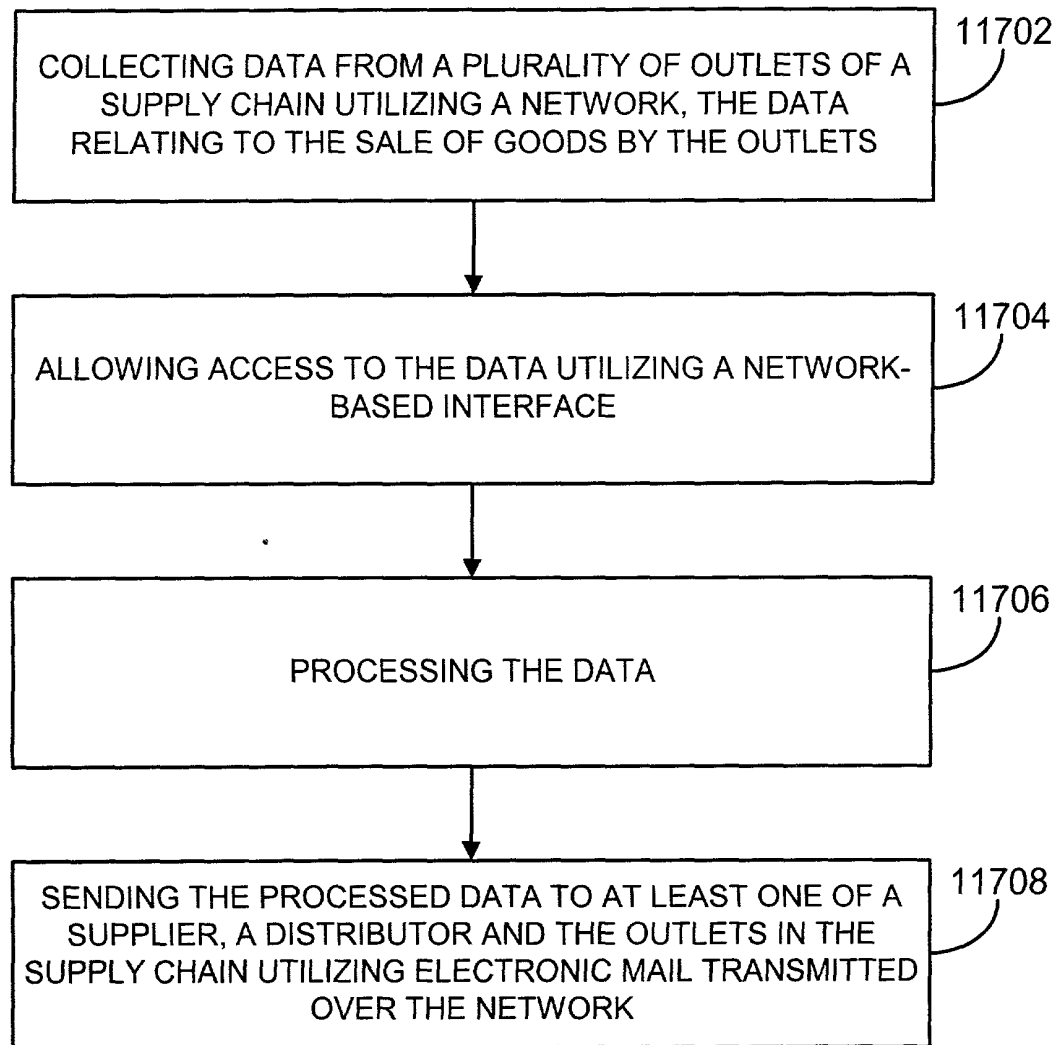


FIG. 117

11800

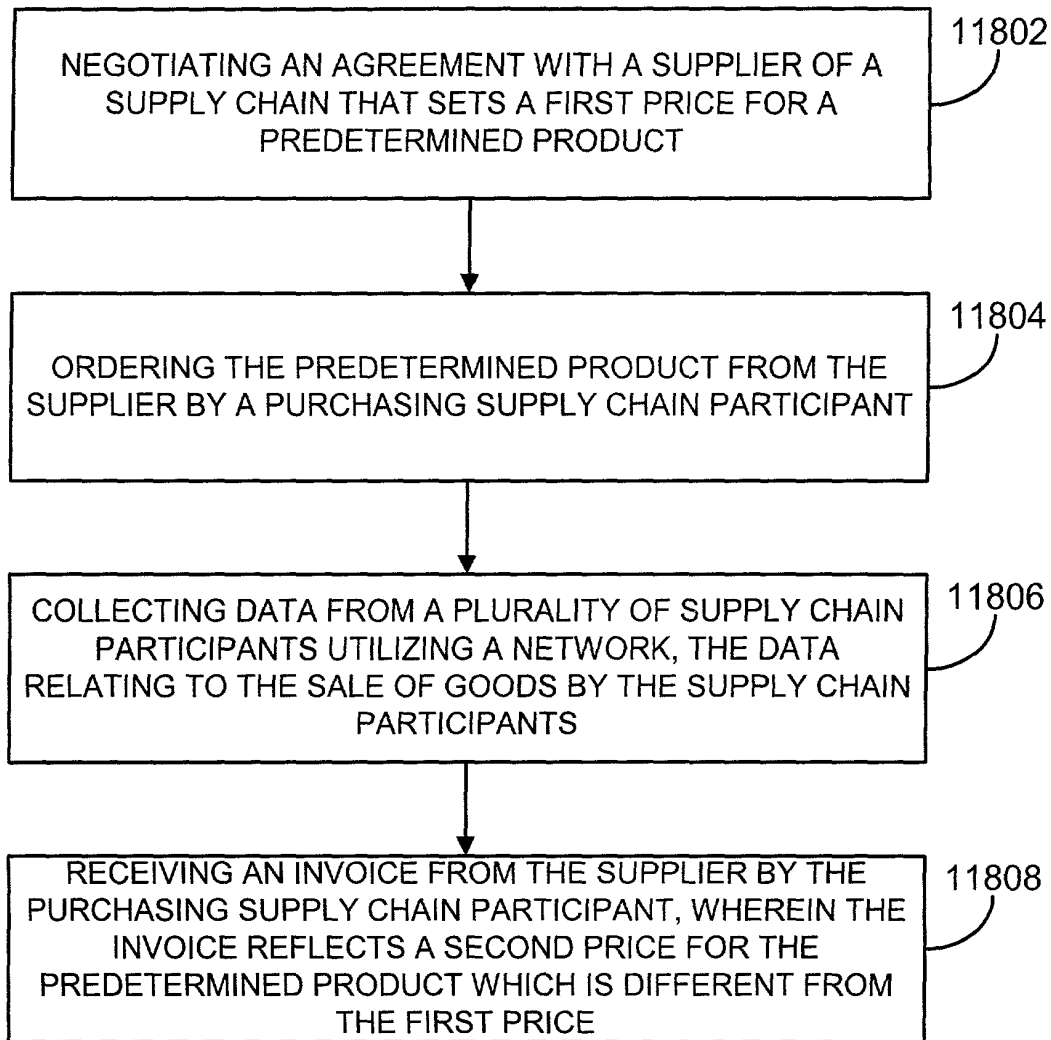


FIG. 118

11900

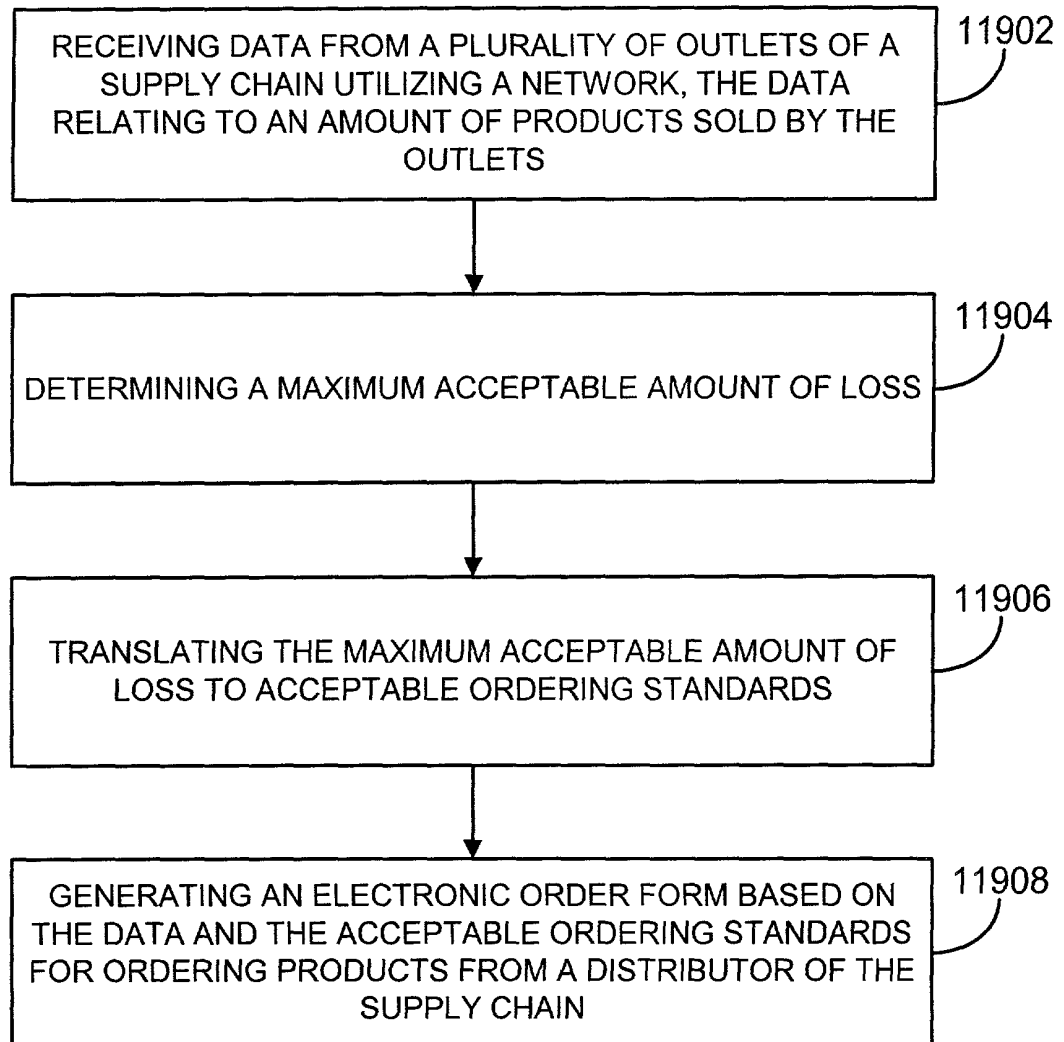


FIG. 119

12000

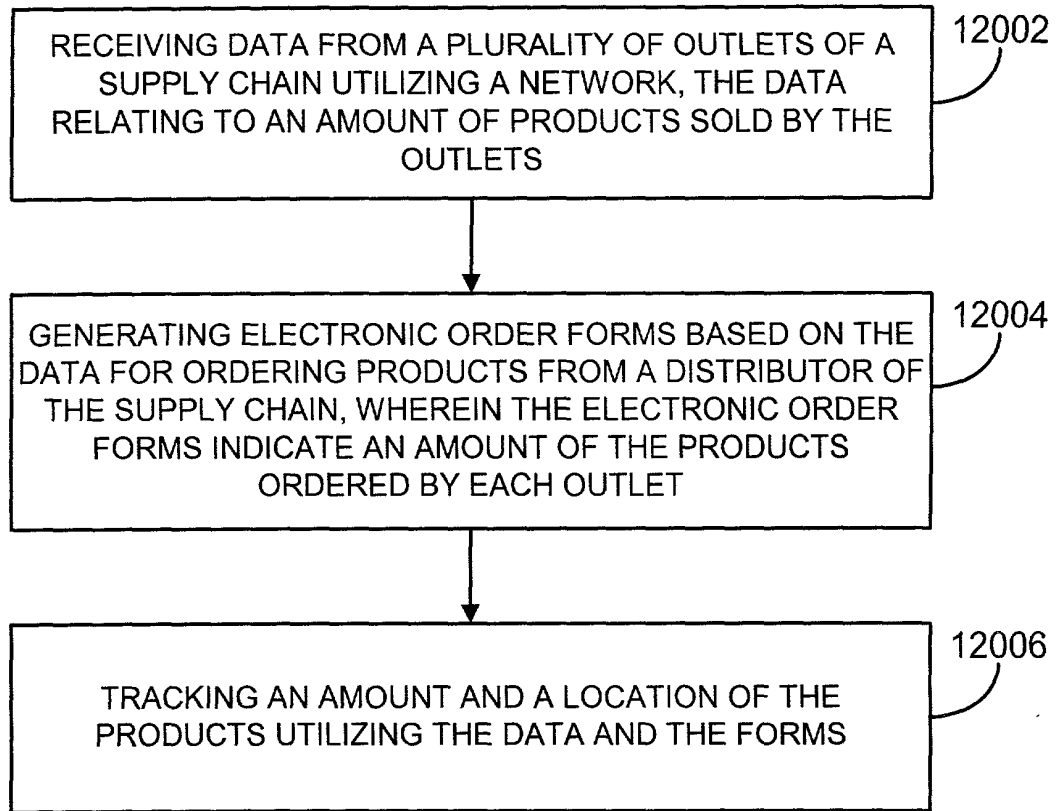


FIG. 120

12100

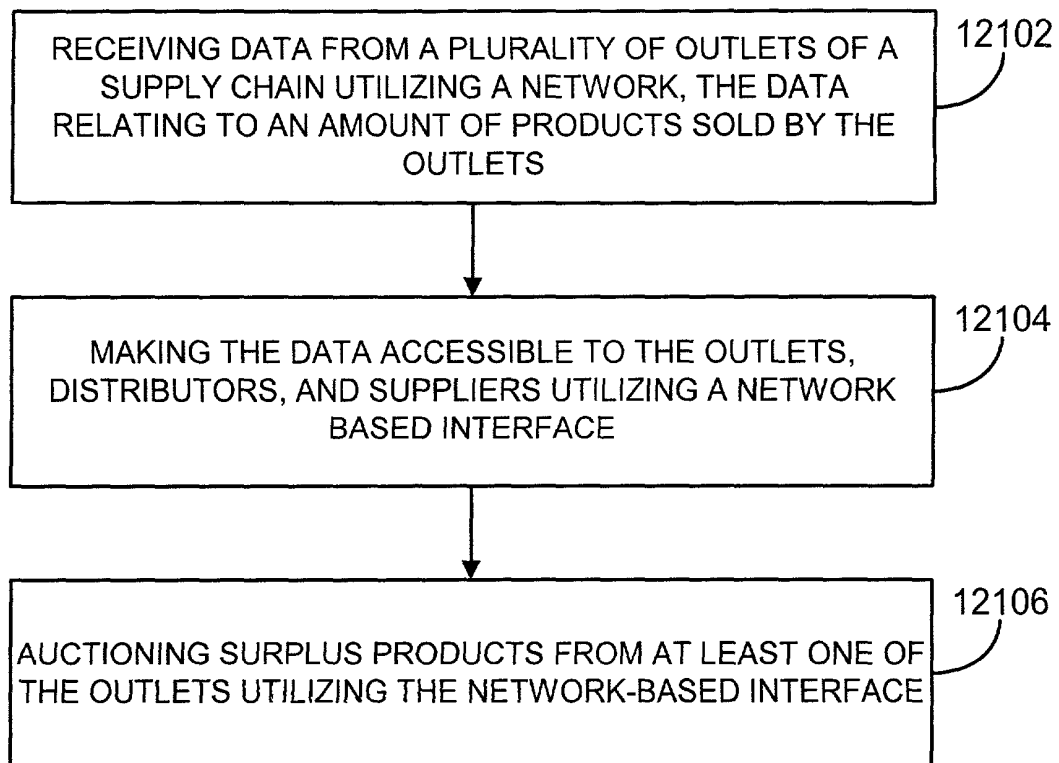


FIG. 121

12200

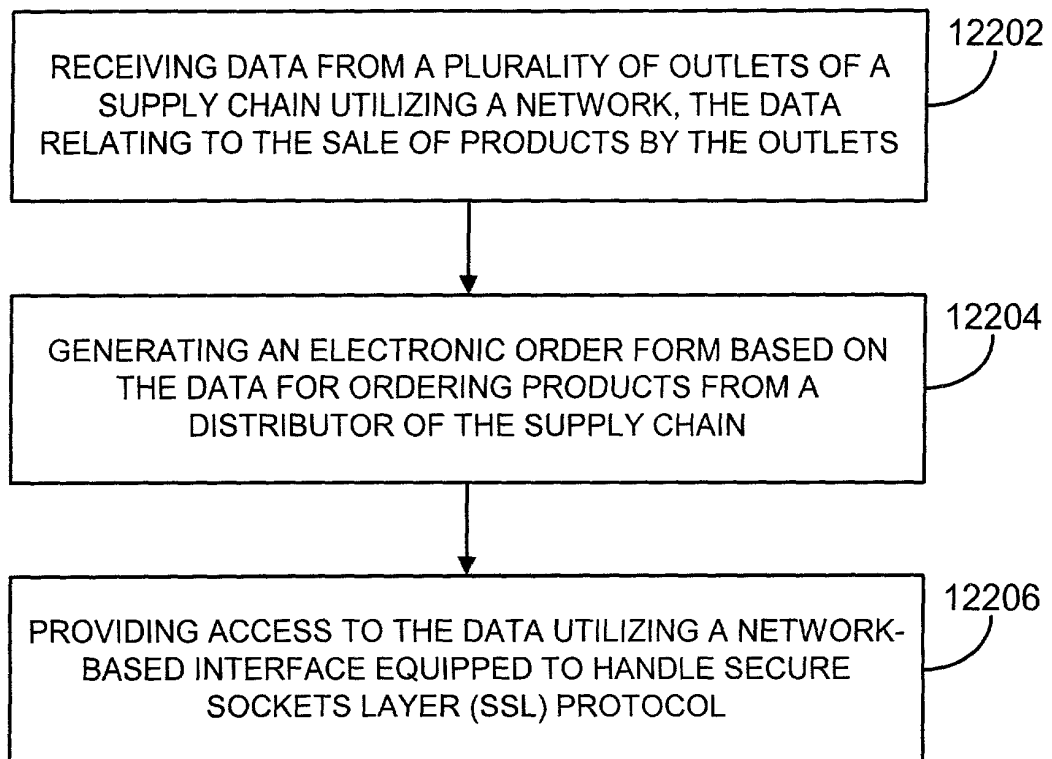


FIG. 122

12300

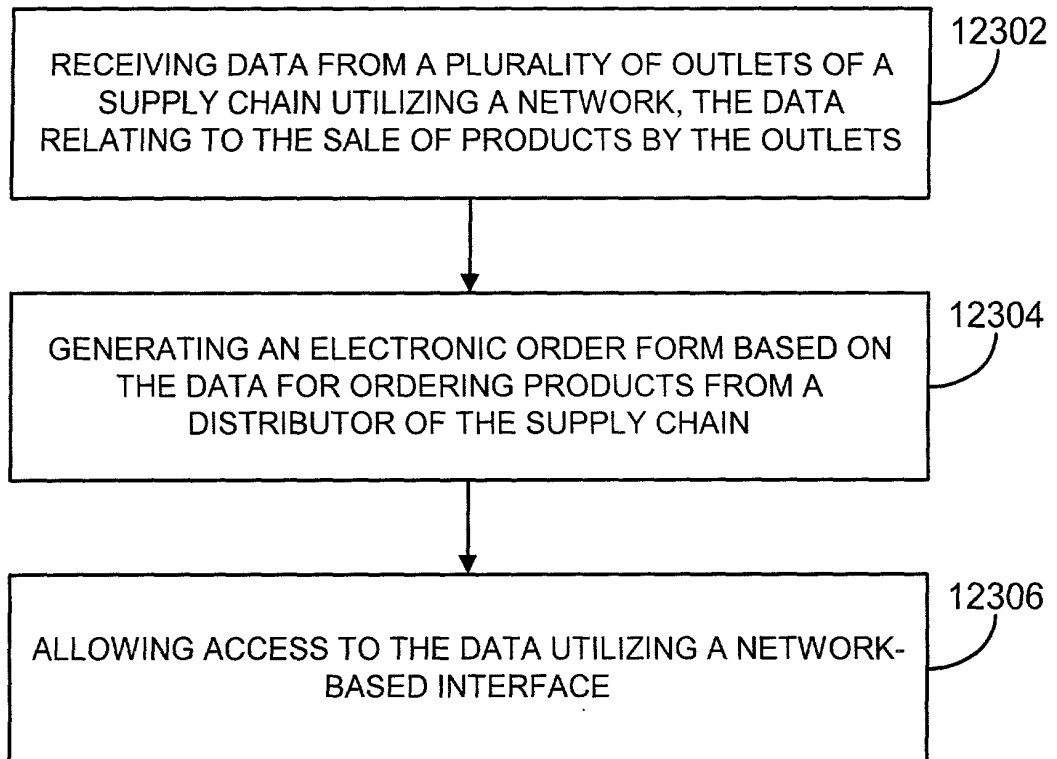


FIG. 123

12400

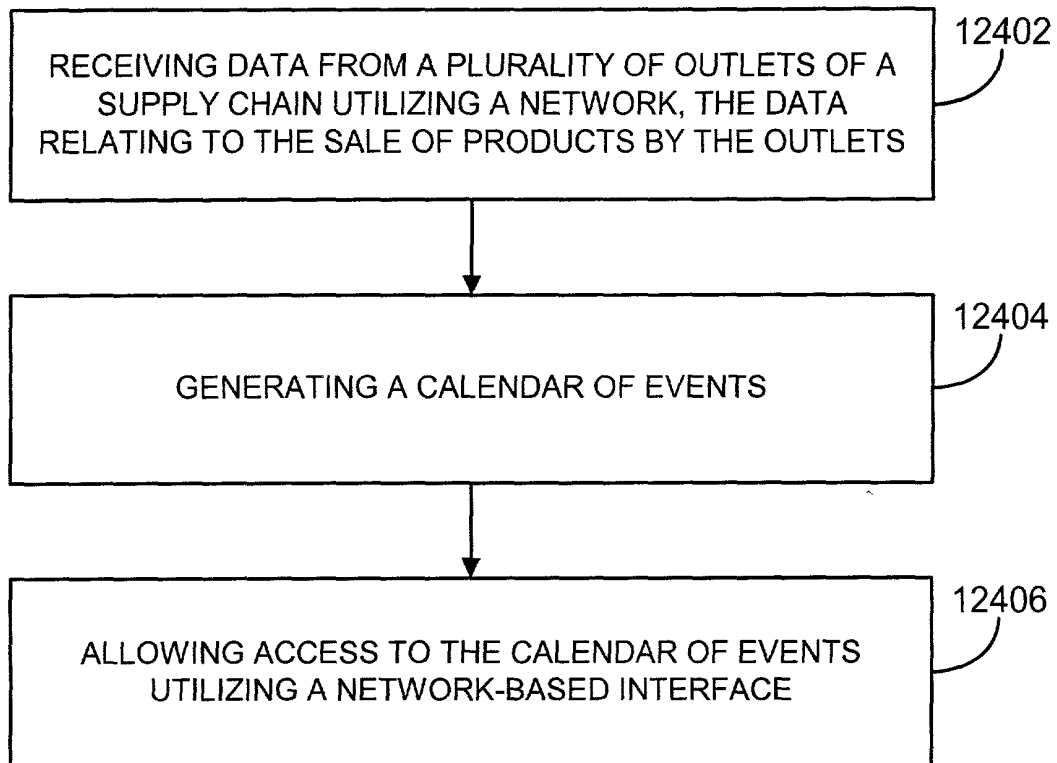


FIG. 124

12500

12502

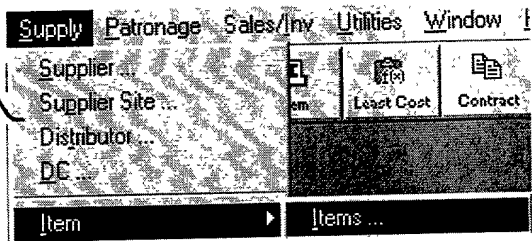


FIG. 125

12600

12602



FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code:

Item Rank:

FIG. 127

TOP SECRET

12800 66647300

12800



Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

12900 6851850

12900



FIG. 129

13000

| | | | |
|---------------------|---------------------------------------------------------------|-------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39.00 |
| Case Dimension U/M: | INCH(S) | Gross Weight: | 39.00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | Bar Code: | |

White Boxes Are Copied Across Suppliers / Gray Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

| | | |
|-------------------------|-------------------------------|---------------------------------------------|
| Site Information | Site Id: 17355 | Site Role: <i>FOB Shipping Point</i> |
| Site Name: | TYSON FOODS - NEW HOLLAND, PA | |

13102

FIG. 131

13200

| | | |
|-------------------------|---------------------------------|-----------------------------------------------|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | Railroad Name: |
| Status: | Active <input type="checkbox"/> | Rail Sidings: <input type="checkbox"/> |

FIG. 132

13300

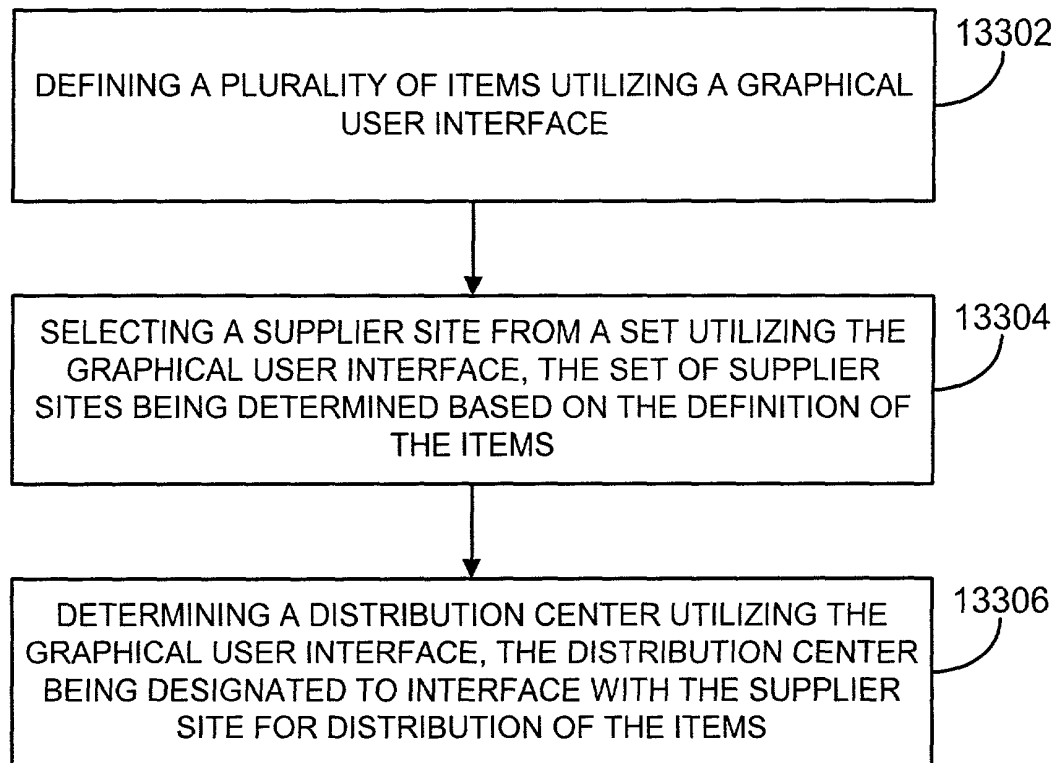


FIG. 133

FIG. 134

13400

| | | | | | | | |
|-----------------|---------------------------------------------------------------|-----------|--------|------|--------|--------|--------------------------|
| Item: | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: | 7/1/96 | End: | 9/1/96 | Final: | <input type="checkbox"/> |
| Override Rules: | <input type="radio"/> Yes <input checked="" type="radio"/> No | Apply By: | Cell | | | | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|--------------|--------|--------|
| 1 | TRUCKLOAD(S) | Pallet | |
| 1 | TRUCKLOAD(S) | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

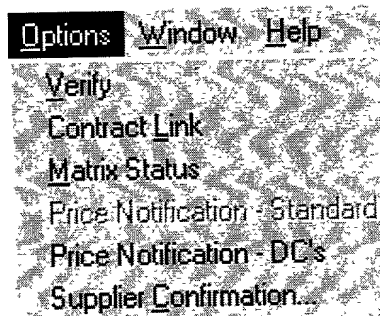


FIG. 141

14300

| | | |
|-----------------------|-----------------------------------|----|
| <u>C</u> ost | Edit / View ... | F3 |
| Commodities | New (using previous matrix) ... | F4 |
| | New (build matrix) ... | F5 |
| <u>V</u> endor Rating | | |
| Contact Management | Multi Item Price Notification ... | |

FIG. 143

14400

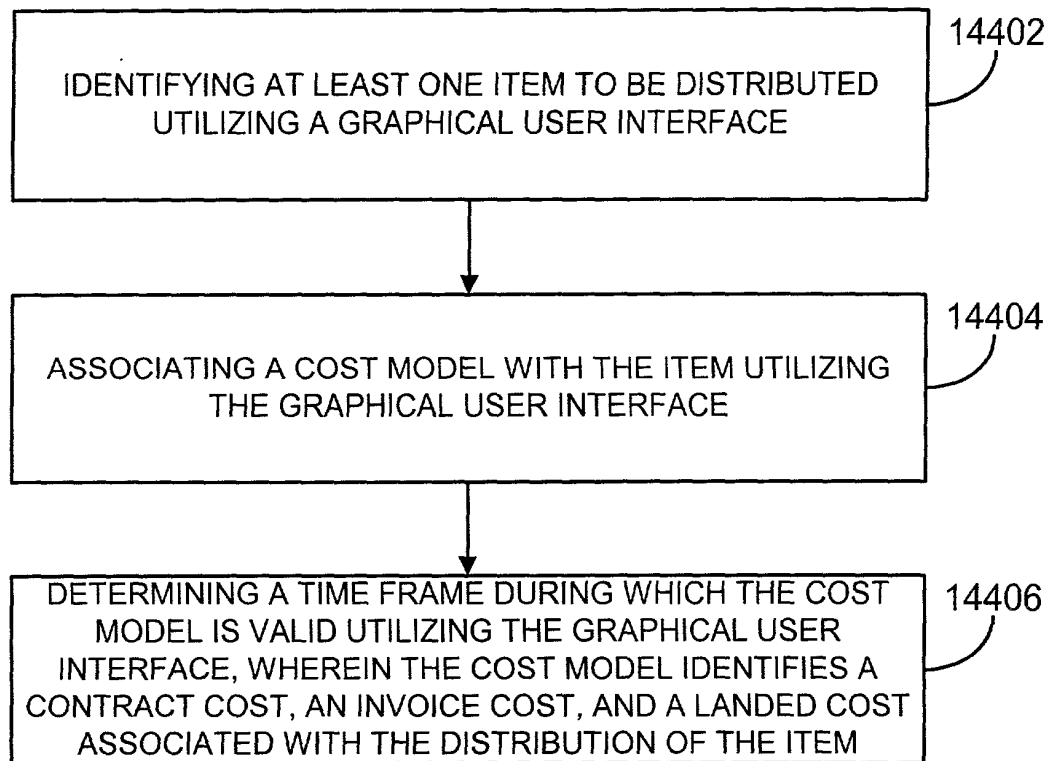


FIG. 144

14500



FIG. 145

14600

Contract ID: 873 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stinton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000

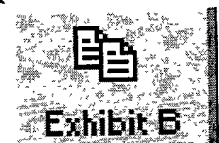


FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|--------------------------|------------------------------|------------------------------------------|-------------------------------|
| BEEF - 77% | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200



FIG. 152

15300



FIG. 153

15400

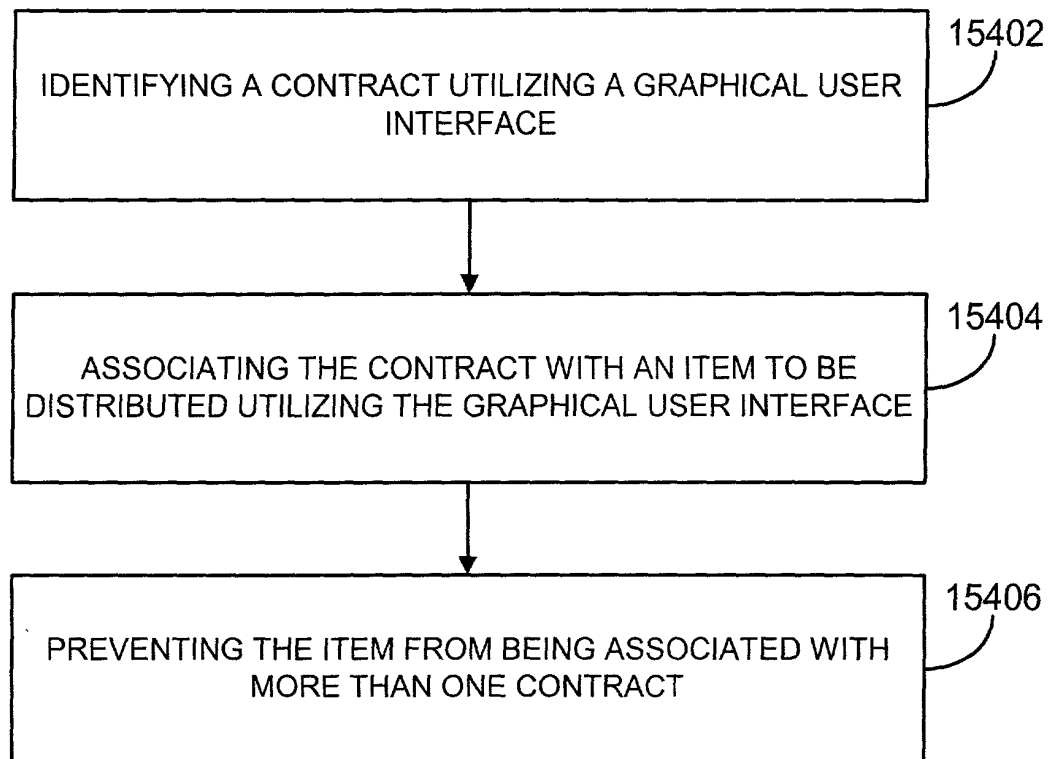


FIG. 154

FIG. 155

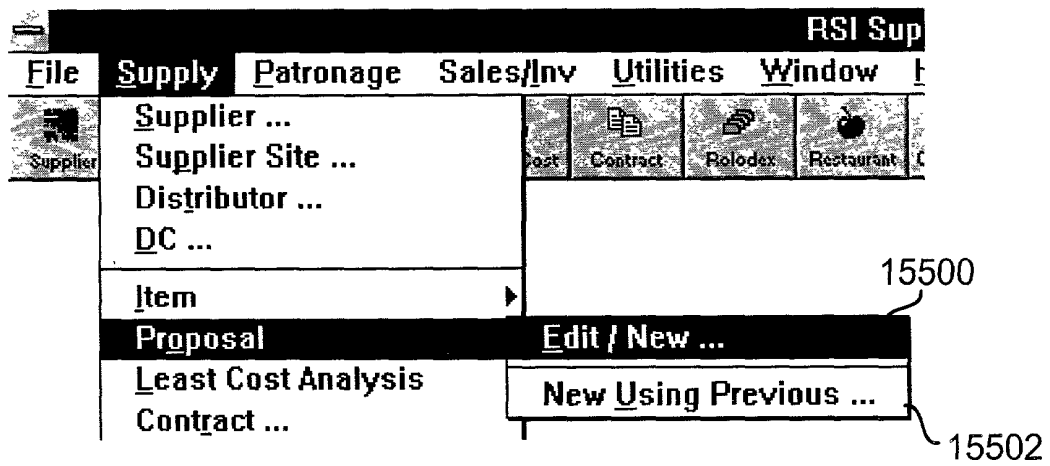


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest.](#) | [Usage](#) | [Templates](#) | [View Bid](#)

Proposal Information

Proposal ID: 1021 **Proposal Due Date:** 06/12/97
Proposal Name: Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97
Buyer Name: Dennis Clabby **Contract End Date:** 06/30/98

Actions

| # | Date | Action Description |
|---|----------|--------------------------------------------------------------------------|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

FIG. 156

FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FDB Price | DC/Rest. | Usage | Templates | View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT |
| |
| |
| |
| |
| |

2 Rows Selected

| Item Description |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

> >> << <

FIG. 158

FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description | | Item Description |
|-----------------------|-----|------------------------------|
| CUP-HOT 12 OZ (PAPER) | DRY | CUP-HOT 12 OZ (DRY) |
| CUP-HOT 16 OZ (PAPER) | DRY | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER) | DRY | CUP-HOT 8 OZ (DRY) |
| | | LID-HOT 12/16 OZ (DRY) |
| | | LID-HOT 8 OZ (DRY) |

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component |
|------------------|----------------------|
| MAYO-BULK | Mayonaise Components |
| | (None Selected) |
| | Generic FOB Pricing |
| | Mayonaise Components |

FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.26 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 |

FIG. 161

FIG. 161

16200

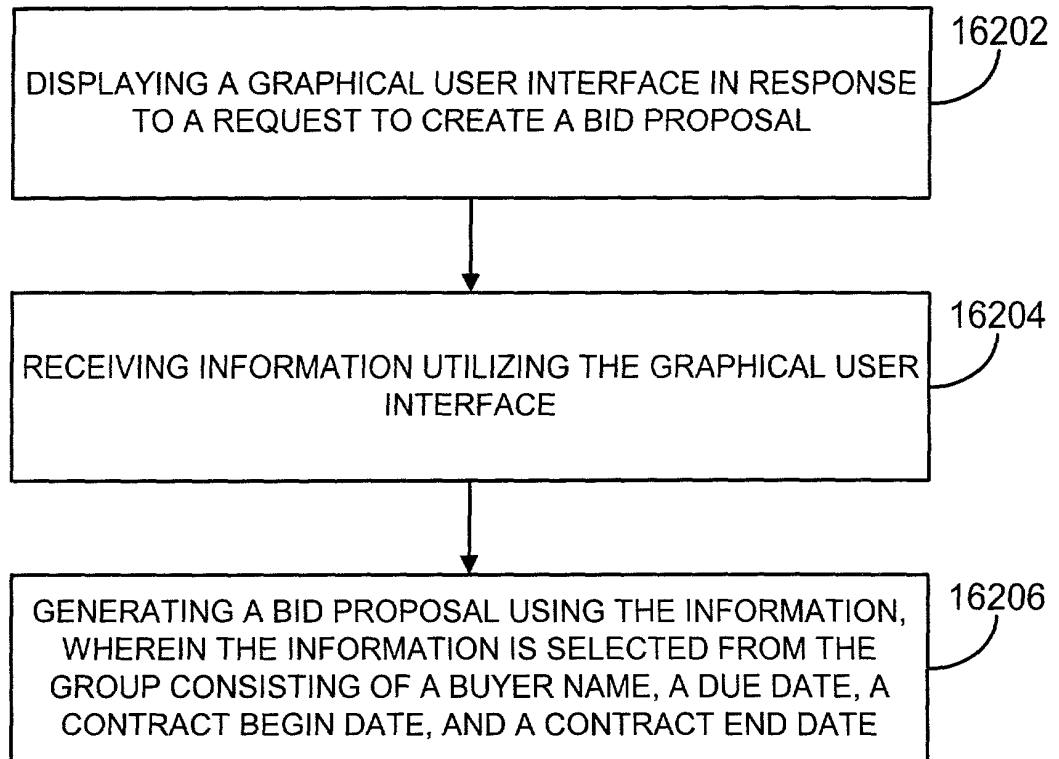


FIG. 162

FIG. 163

16300



FIG. 163

16400

| | Supply | MS | Editable |
|------------------------------|--------|------|----------|
| | | Word | Y/N |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | ? | | Y |
| Usage Estimates | ? | | Y |
| Supplier Facility Worksheets | ? | | Y |
| Item Information Worksheets | ? | | Y |
| Sample Supply Agreement | ? | | Y |
| BK Specification Request | ? | | Y |
| FOB Price Component | ? | | Y |
| Truckload Freight Worksheet | ? | | Y |
| LTL Freight Worksheet | ? | | Y |

FIG. 164

16500

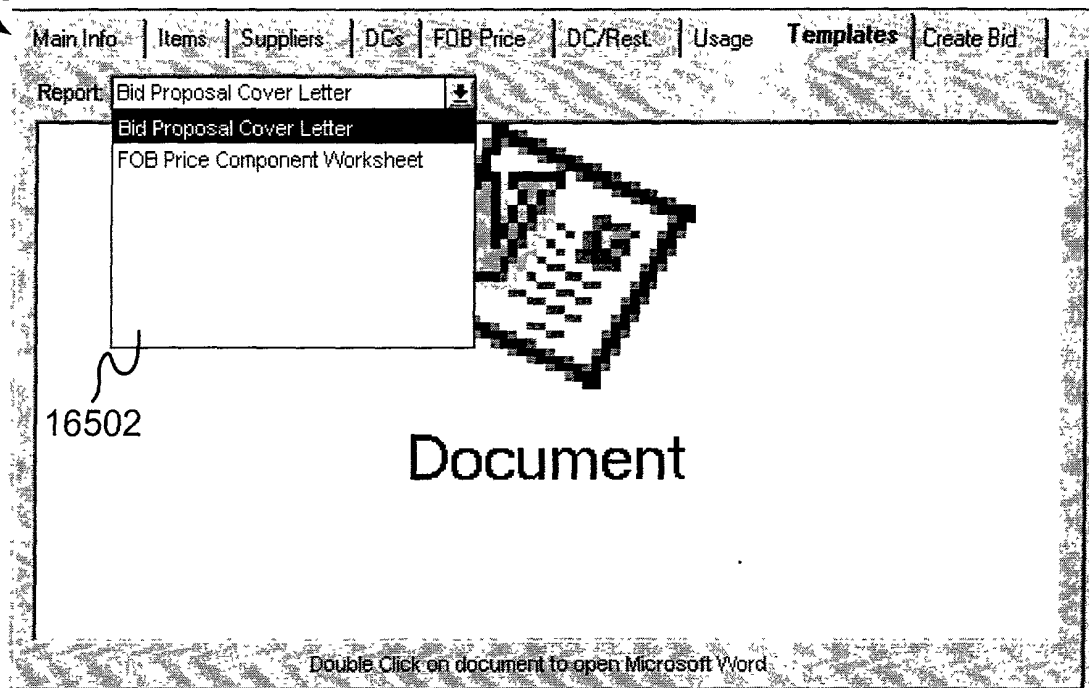


FIG. 165

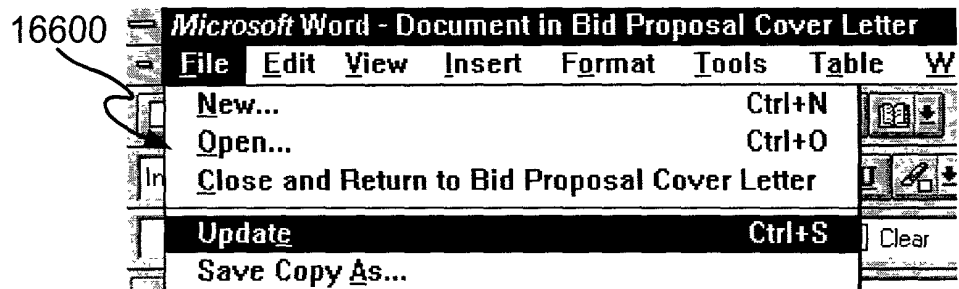


FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | | Cost | |
|-----------------------------|-------------------------------------|-------------------------------|-------------------------------------|
| Bid Proposal Cover Letter | <input checked="" type="checkbox"/> | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| General Terms & Conditions | <input checked="" type="checkbox"/> | Truckload Freight Worksheet | <input checked="" type="checkbox"/> |
| Usage Estimates | <input checked="" type="checkbox"/> | LTL Freight Worksheet | <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> | | |
| Item Information Worksheet | <input checked="" type="checkbox"/> | Blank Sheets | |
| Sample Supply Agreement | <input checked="" type="checkbox"/> | Supplier Facility Worksheet | <input checked="" type="checkbox"/> |
| BK Specification Request | <input checked="" type="checkbox"/> | Item Information Worksheet | <input checked="" type="checkbox"/> |
| | | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| | | Truckload Freight Worksheet | <input checked="" type="checkbox"/> |
| | | LTL Freight Worksheet | <input checked="" type="checkbox"/> |

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

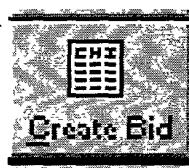


FIG. 168

16900

Report: Supplier:

7/2/97

| | |
|-------------------------------|--|
| Item Information Worksheet | |
| Bid Proposal Cover Letter | |
| FOB Price Component Worksheet | |
| General Terms & Conditions | |
| Item Information Worksheet | |
| LTL Freight Worksheet | |
| Sample Supply Agreement | |
| Supplier Facility Worksheet | |

Restaurant Services, Inc.
Item Information Worksheet
 ATTY
 DS

FIG. 169

17000

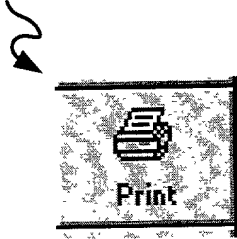


FIG. 170

17100

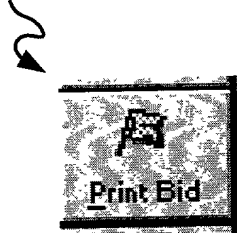


FIG. 171

FIG. 170

17200

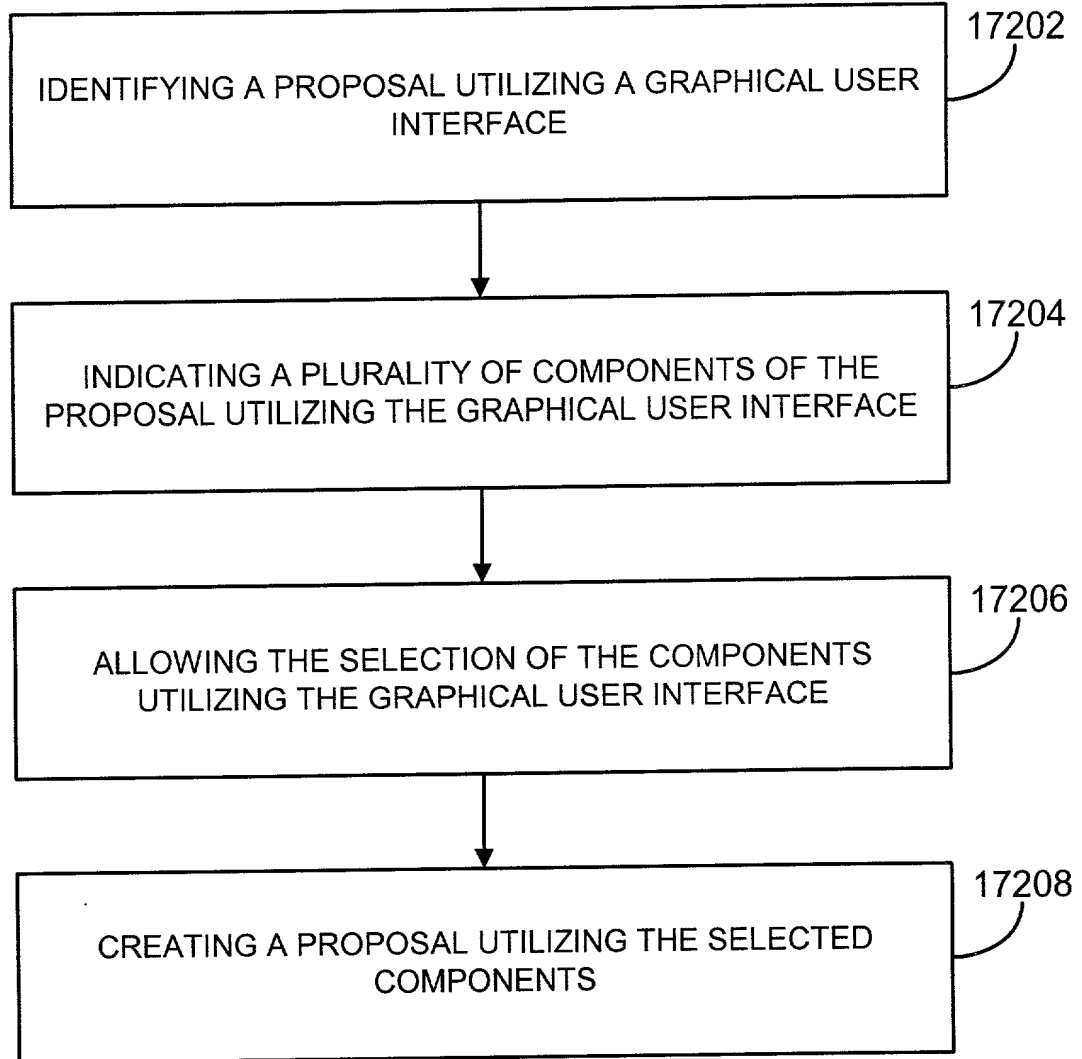


FIG. 172

17300

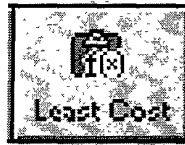


FIG. 173

17400

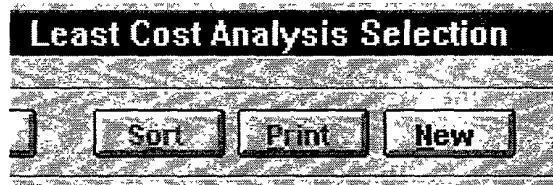


FIG. 174

17500

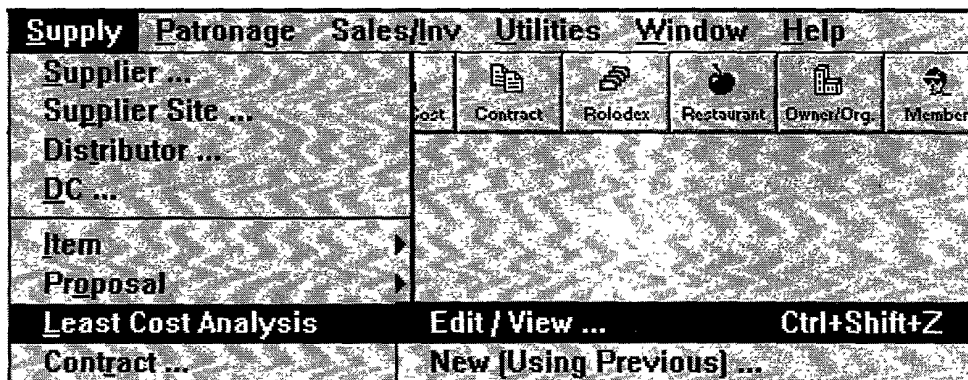


FIG. 175

Bid Proposal Name:

(None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

FIG. 176

17700

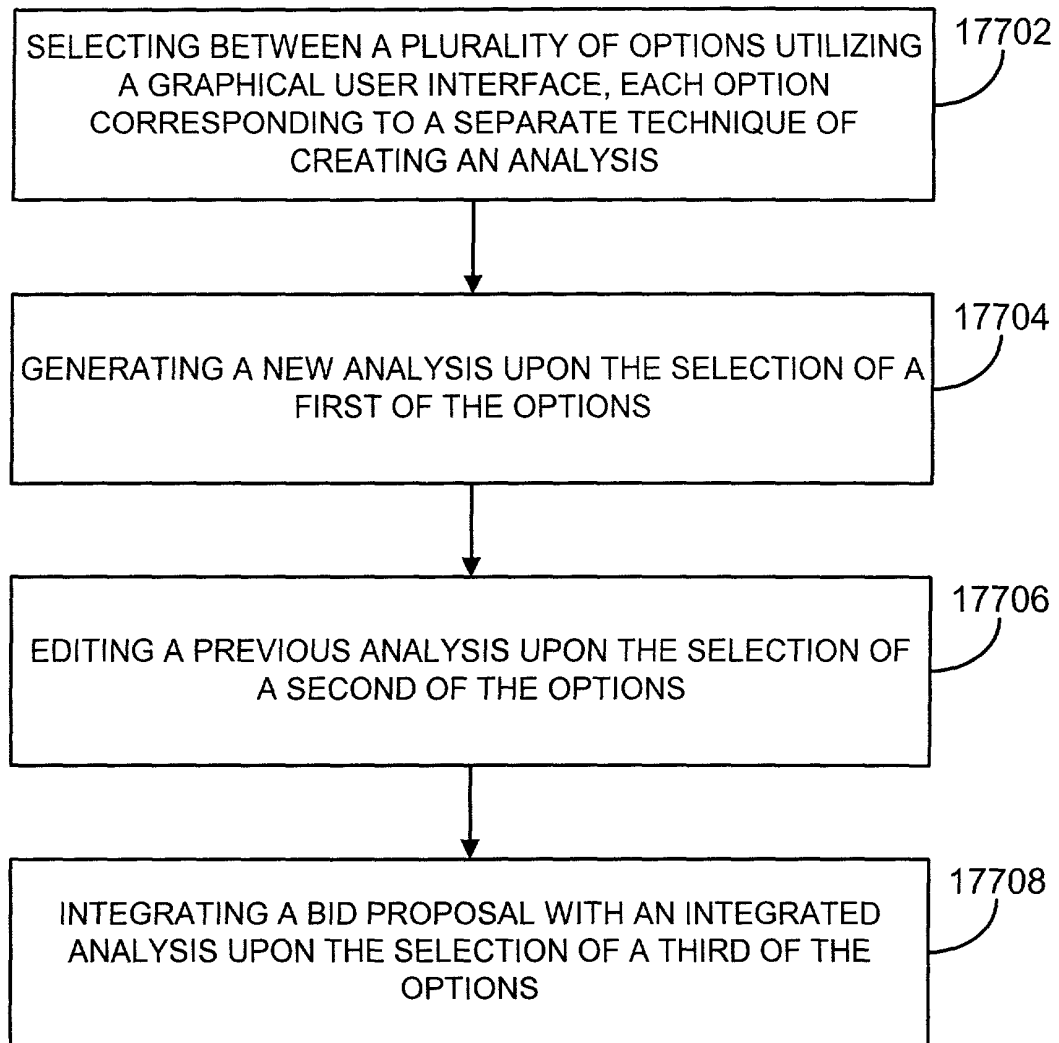


FIG. 177

17800



| | | | |
|----------------------|-------------------|------|---------|
| Analysis Name: | Hash Brown Actual | | |
| Analysis ID: | 1036 | | |
| Buyer: | Dennis Clabby | | |
| Period of Agreement: | 10/1/97 | THRU | 9/30/98 |
| Unit Of Measure: | CASE(S) | | |

FIG. 178

17900



| | | |
|----------------------------------------------------------|---------------|--------------------------------|
| Version (1) of (9) | | Base version |
| What is the max # of FOB points to allocate to each DC ? | One FOB | |
| What is pricing method for this version ? | FOB + Freight | |
| What is the RSI Invoice FOB Upcharge (Downcharge) ? | 0.0000 | |
| Override RDC Truckload Validation? | No | |
| Solution Strategy: | Standard | Last Revision: 9/15/97 1:04 PM |

FIG. 179

18000



FIG. 180

18100

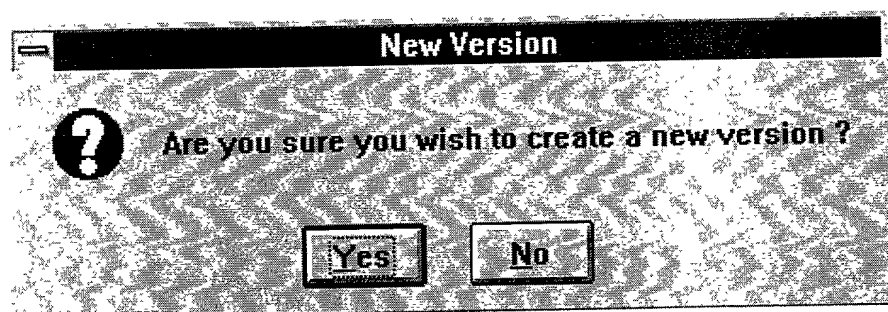


FIG. 181

TOC: 6851860

18200

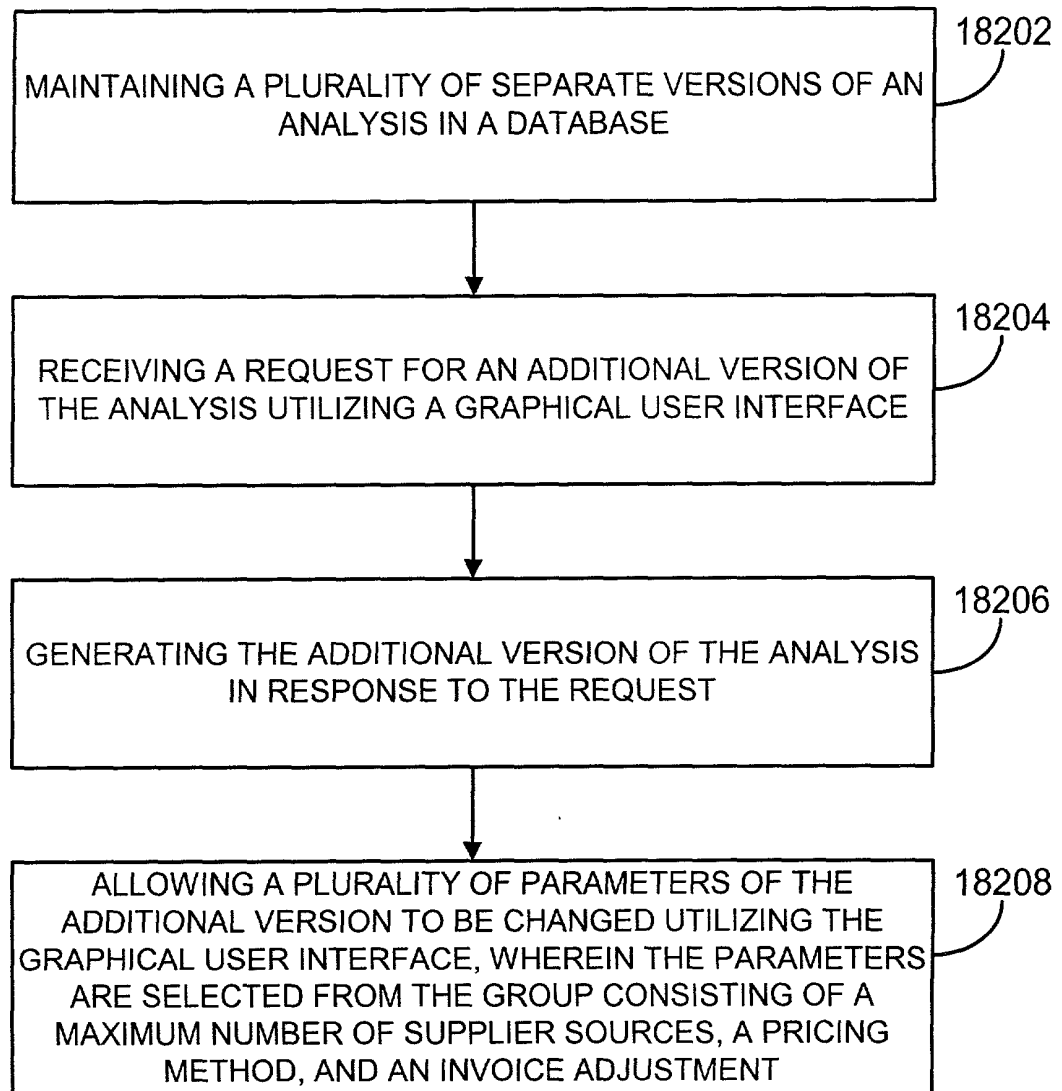


FIG. 182

18300

Search Query Reset

Query Values

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |
| |

>

>>

7 Rows Selected

| Supplier FOB |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400



| Item Description | Conv. Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

FIG. 184

18500

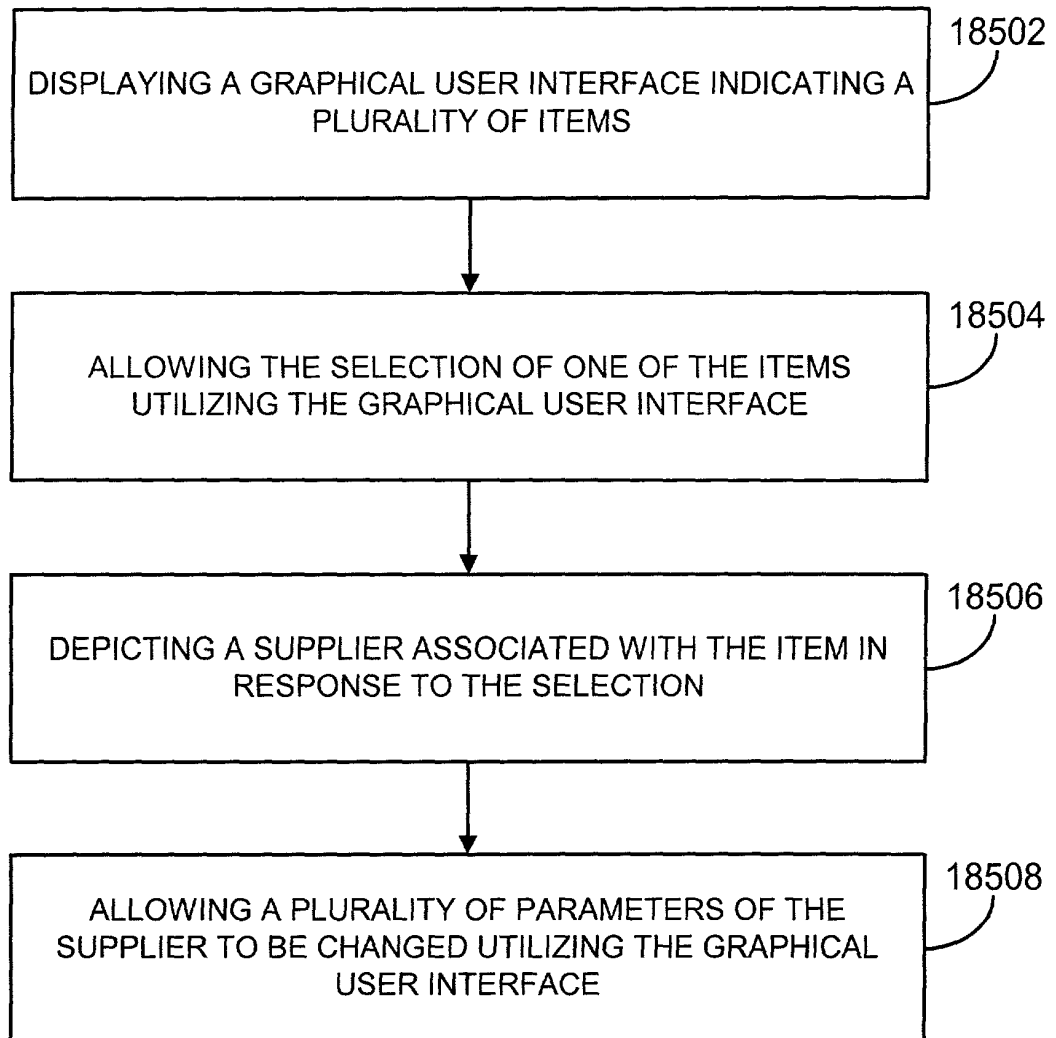


FIG. 185

18600

| Item Description | Supplier FOB |
|------------------|---------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNTOWN, PA |

| | | | |
|---------------------|----------------|----------------------|---------------------------------------------------------------|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M | INCHES | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700



FIG. 187

18800

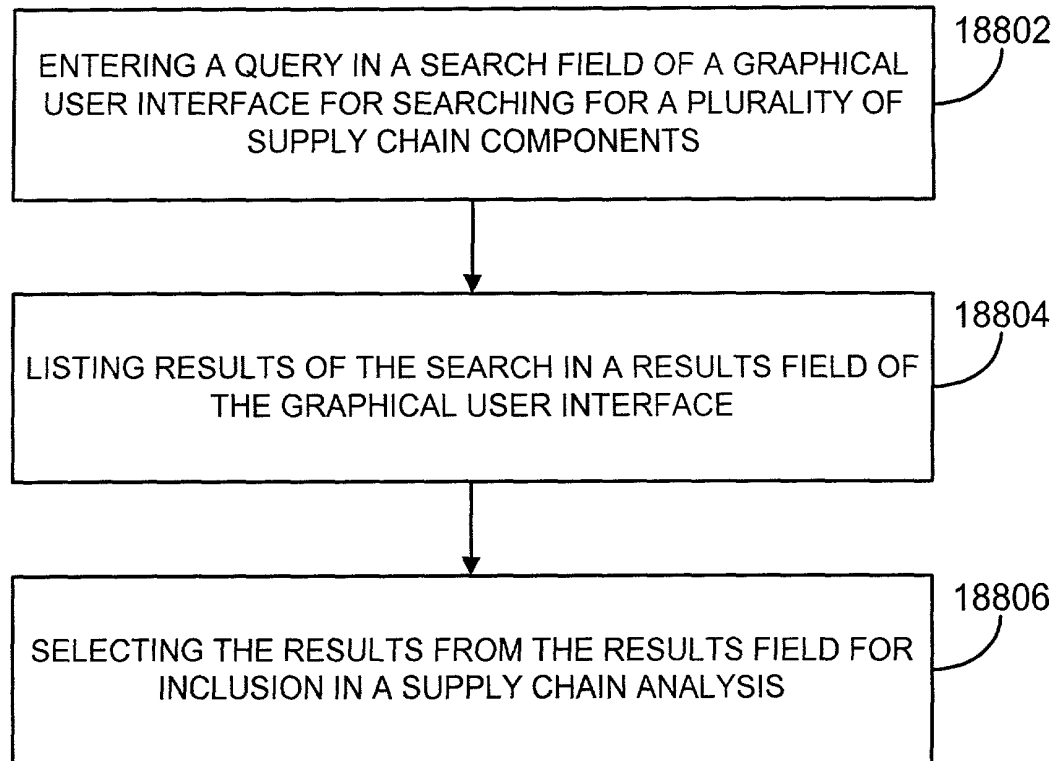


FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|-------------------------------------|-------|---------|-------------|-------------|---------------------------------------------------------------|--|
| CAVENDISH FARMS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| J.R. SIMPLOT COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. | | Pallet | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| Supplier FOB | | | Minimum | Maximum | Include | |
| LAMB-WESTON, INC. PASCO, WA | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. RICHLAND WA | | | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. AMERICAN FALLS ID | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|-----------------------------------------|-------|---------|-------------|-------------|---------------------------------------------------------------|--|
| MCCAIN FOODS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| NESTLE FOOD COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| ORE-IDA FOODS | | Pallet | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| Supplier FOB | | | Minimum | Maximum | Include | |
| MCCAIN FOODS, LTD. PRINCE EDWARD ISLAND | | | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, LTD. PORTAGE LE PRAIRIE | | | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, INC. OTHELLO, WA | | | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 190

FOODS, INC.

19100

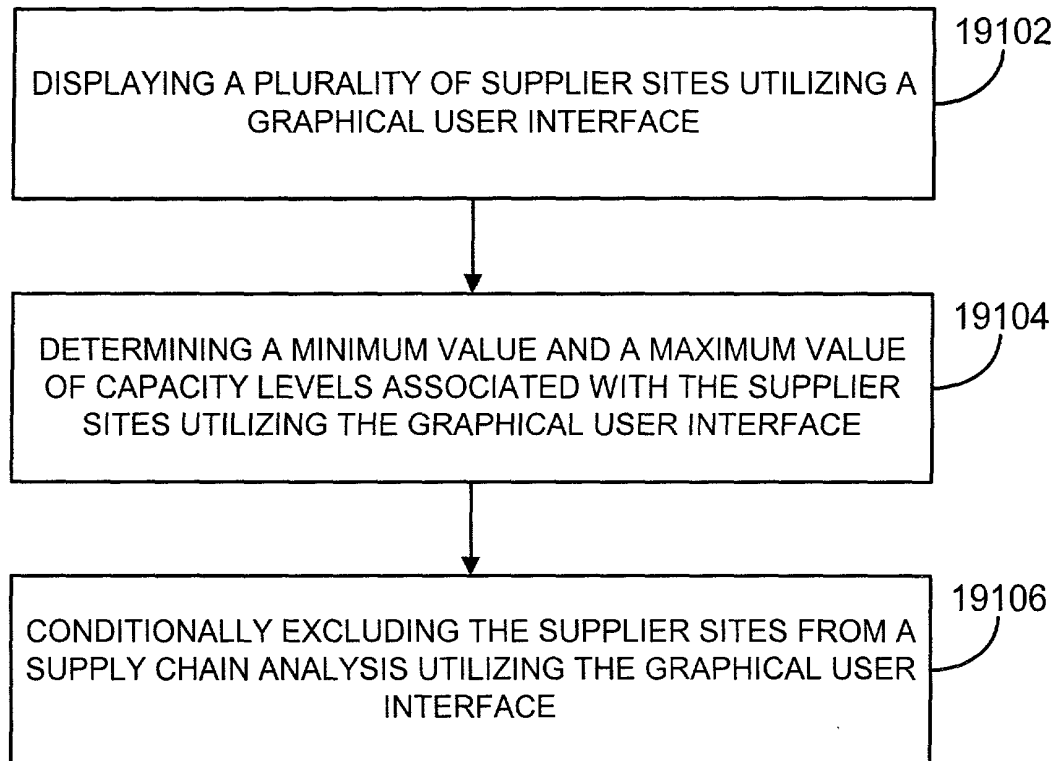


FIG. 191

FIG. 192

19200



| Supplier | # | Volume | |
|----------------------------|---|--------|--|
| HUDSON INDUSTRIES | 0 | | |
| INTERNATIONAL DIVERSEFOODS | 0 | | |
| SUPERIOR COFFEE & FOODS | 0 | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8.4200 | 0 | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES | 0 | |
| TEXAS AMERICAN FOOD SERVICE | 0 | |
| WHITEFORD FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume |
|---------------|---|---------|
| VENTURA FOODS | 0 | |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

FILED "03657860

19500

| Item Description | | Supplier FOB | |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED | | CAYENDISH-PRINCE EDWARD | |
| FRIES-COATED | | J.R. SIMPLOT COMPANY-HERMISTON | |
| FRIES-COATED | | LAMB-WESTON, INC.-PASCO, WA | |
| Distribution Center | Delivered | # | Volume |
| AMERISERVE-OMAHA, NE | 0.3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0.3850 | 0 | 0 |
| AMERISERVE-WAUKESHA | 0.3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0.4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0.3950 | 0 | 0 |

FIG. 195

FIG. 195

19600

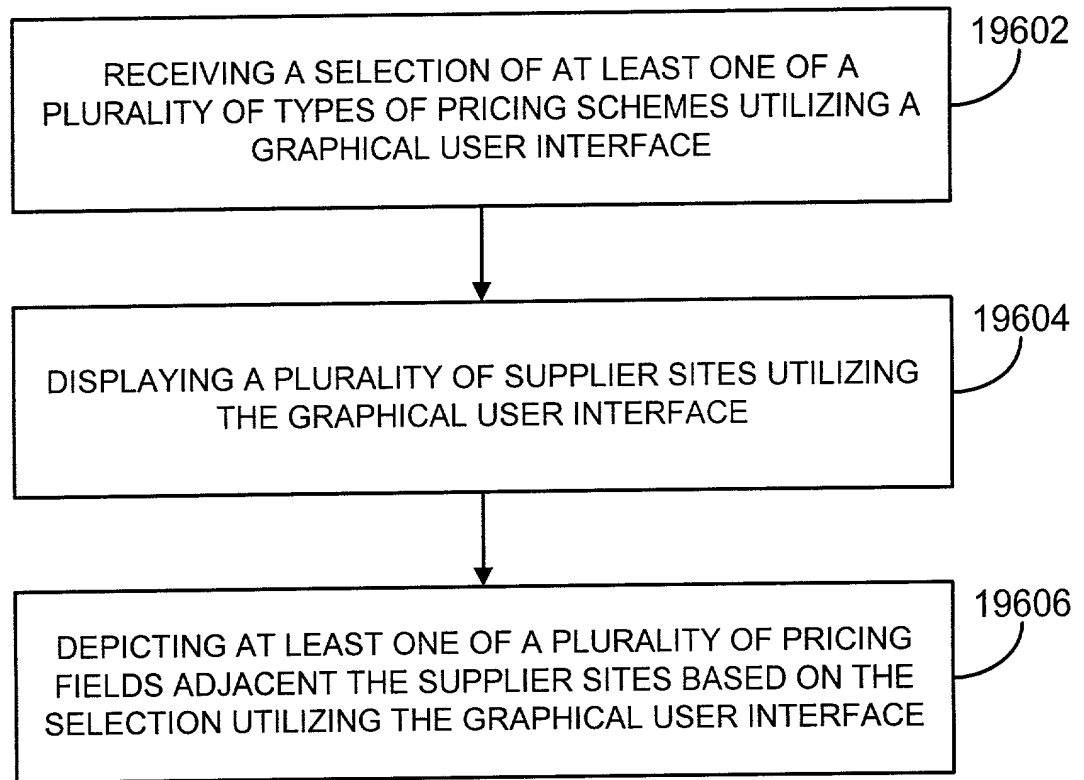


FIG. 196

19700

| Total Rest. Growth Amount | | Usage Period | |
|------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVE POST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVE POST-DENVER | 35 | 5.00% | 37 |
| AMERISERVE POST-SALT LAKE UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | Item Growth % | Usage Period | | | | |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| CHICKEN-PATTY | 0.00 | | | | | |
| | | | | | | |
| | | | | | | |
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900

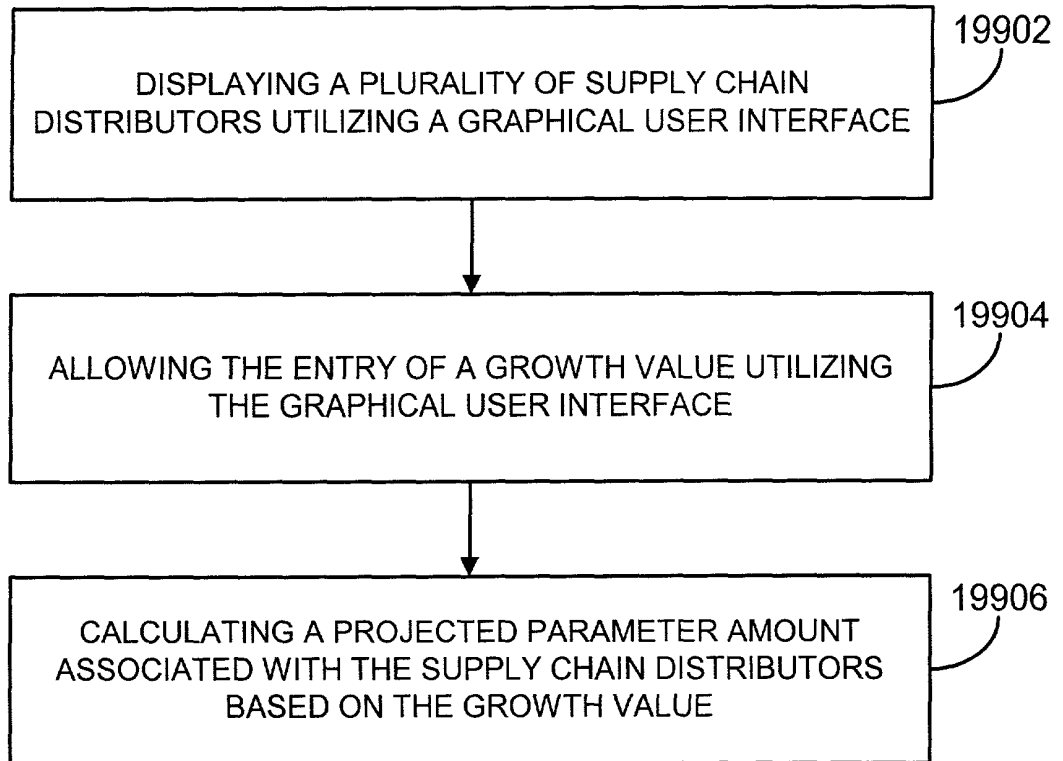


FIG. 199

20000

| Supplier FOB | | Address | |
|-------------------------------------|------------------------------|--------------------------------------------------------------------------|--------------------------|
| CAVENDISH FARMS | | Dieppe | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID 83211 |
| Distribution Center | Lane Restriction | | Honor TL Rate |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

FIG. 200

20002


20100

| Supplier FOB | | Address | |
|-------------------------------------|-----------------------------------------|--------------------------------------------------------------------------|-----------|
| CAVENDISH FARMS | | Dieppe | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID 83211 |
| Distribution Center | Lane Restriction | | |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required <input type="radio"/> Excluded | |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded | |

FIG. 201

20200

Invalid Selection



AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

20300

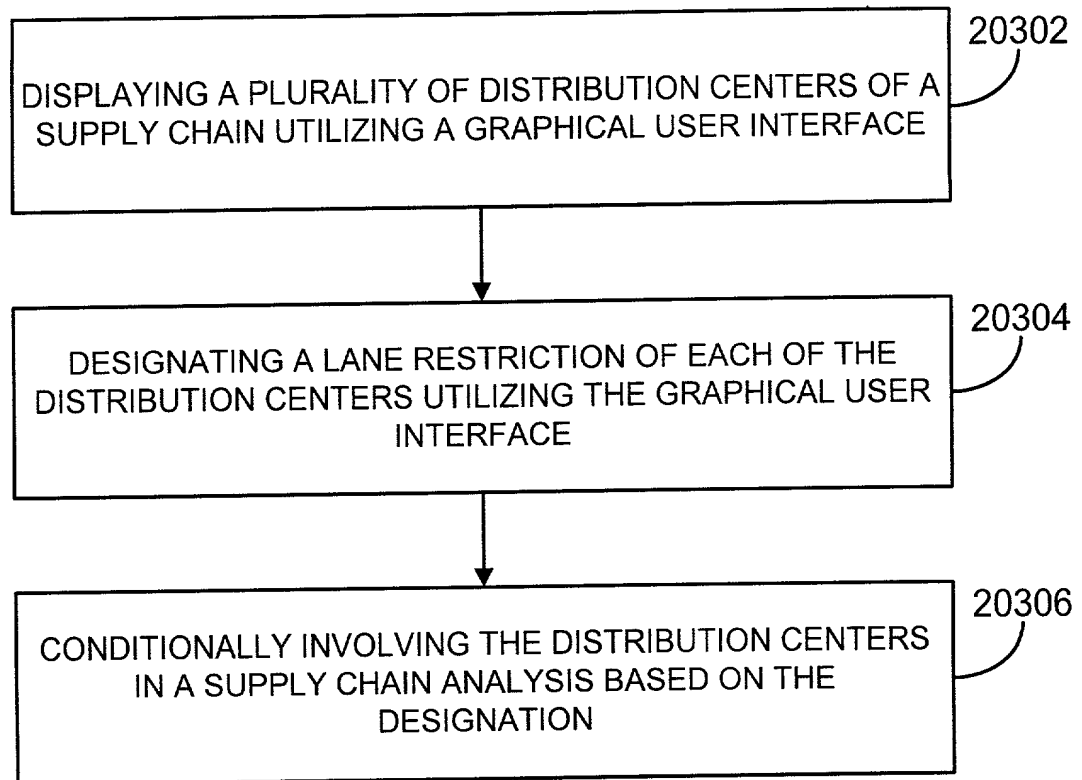


FIG. 203

20400

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Truckload Freight | Lane Distance |
|------------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | |
| AMERISERVEPOST-DENVER | 1,277 | |
| AMERISERVEPOST-SALT LAKE, UT | 691 | |

FIG. 204

20500

| Supplier FOB | | Address | |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR | 72638 |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72801 |

| Distribution Center | Weight | LTL | 0 to 1,000 | 1,001 to | 5,001 to | 10,001 to | 20,000 LBS |
|---------------------|--------|---------|------------|-----------|------------|------------|------------|
| | | Minimum | LBS | 5,000 LBS | 10,000 LBS | 20,000 LBS | |
| PS-ATLANTA | 15,000 | | | | | 1.10 | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1.20 | |

FIG. 205

FIG. 204

20600

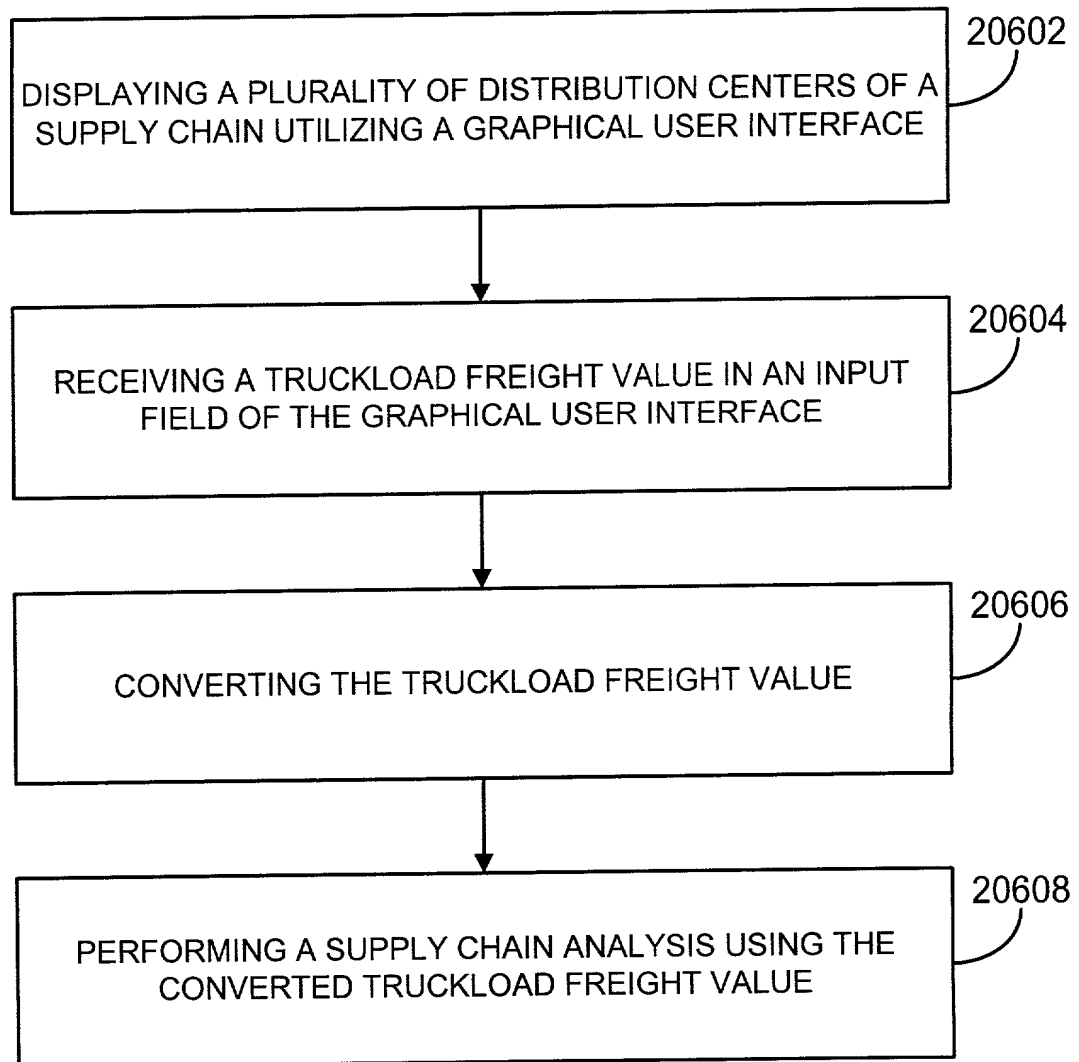


FIG. 206

FOOD-6869180

20700



| Analysis Region | Force FOB |
|-------------------------------|---------------------------------------------------------------|
| MCCABE-PORTLAND/RNW-ANCHORAGE | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Distribution Center Name | Site Role |
|-------------------------------|-----------------------|
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE | Corporate & FOB Point |

FIG. 207

20800

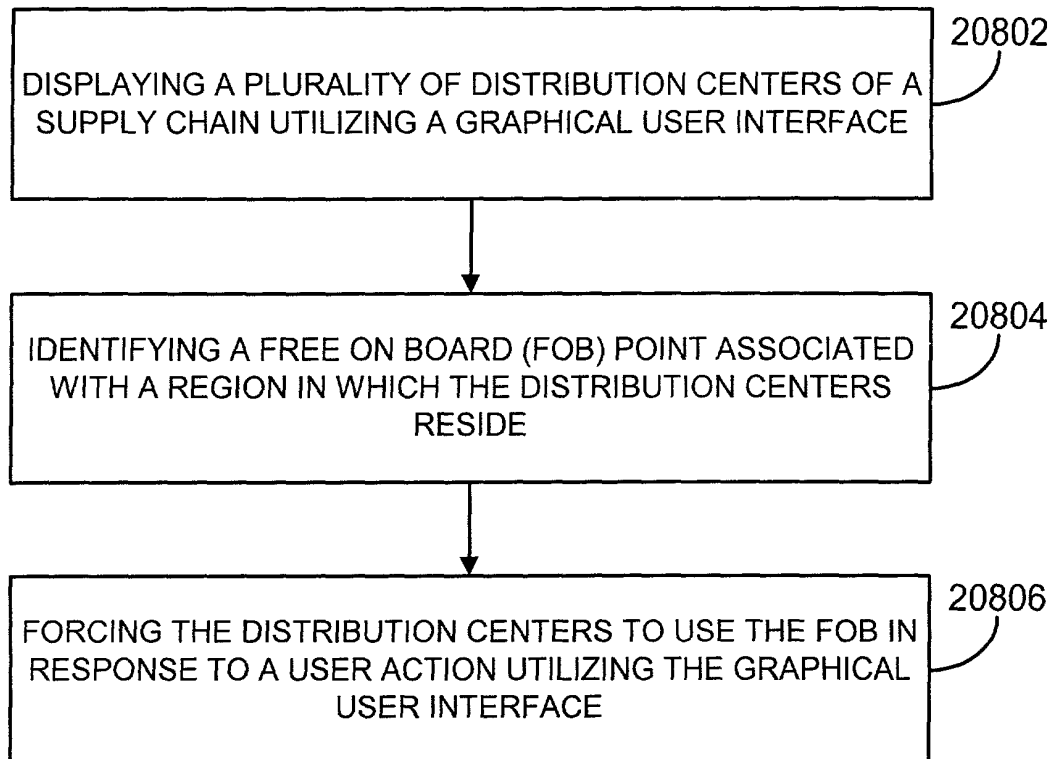


FIG. 208

20900



FIG. 209

21000

Report Selection

Report Type:

Report Name:

Report Parameters

Supplier:

Supplier FOB:

Distribution Center:

Version:

| | | |
|-----------------------------------------------|--|--|
| Freight Information Provided | | |
| Freight Information Provided | | |
| LTL Routing Grid By Lane | | |
| Routing Results By Lane | | |
| Routing Results By Lane, Item | | |
| Routing Results w/ RDC Breakout By Lane | | |
| Routing Results w/ RDC Breakout By Lane, Item | | |
| TL Freight Variance Analysis | | |

FIG. 210

21100

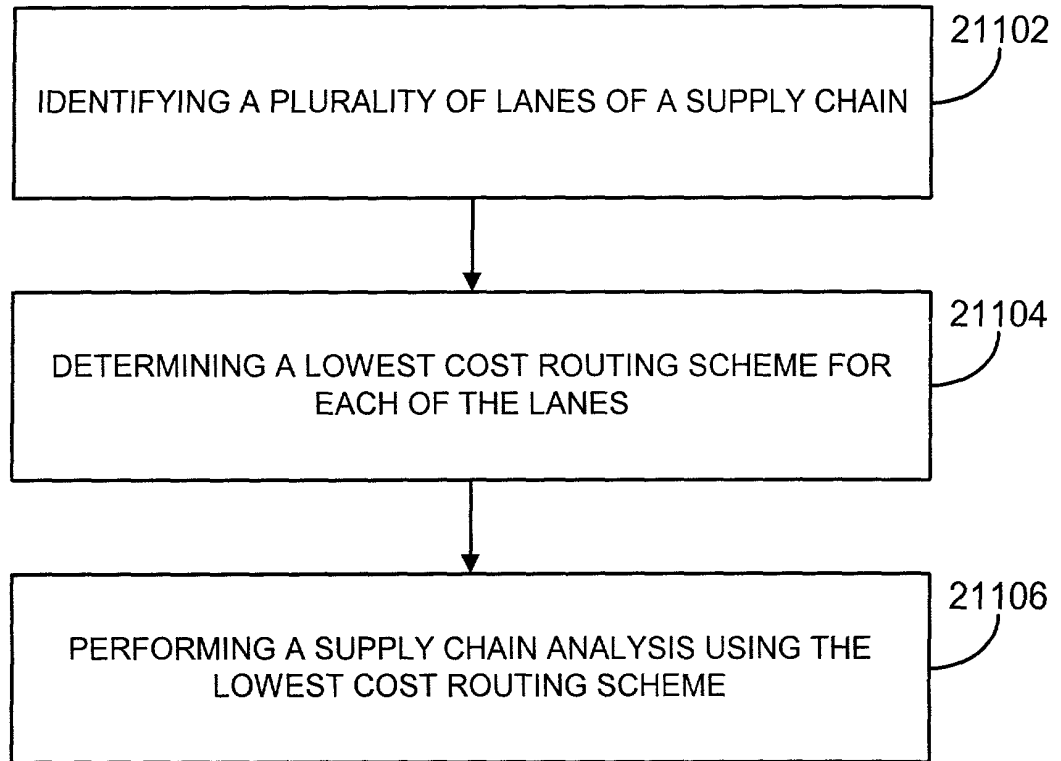


FIG. 211

21200

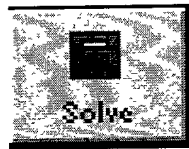


FIG. 212

21300

21302

Report Selection

| Report Type: | Report Name: |
|-------------------------|---------------------------------|
| Awarded Volume | Awarded Volume by Item - Detail |
| Awarded Volume | |
| Comparison Reports | |
| Cost Matrix Preview | |
| Optimal Product Routing | |
| Tab Reports | |
| | ew Capacity & Prices |

FIG. 213

21400

| |
|---------------------------------------|
| Awarded Volume by Item - Detail |
| Awarded Volume by Item - Detail |
| Awarded Volume by Item - Freight |
| Awarded Volume by Item - Summary |
| Competing DC Freight Analysis by Item |
| Lane Assignment Matrix |
| Lane Weighted Average Delivered Cost |

FIG. 214

21500

| |
|--------------------------------------------------|
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |
| Invoice FOB Detail Comparison (with conversion) |
| Invoice FOB Savings Comparison (no conversion) |
| Invoice FOB Savings Comparison (with conversion) |

FIG. 215

21600

| | |
|--------------------|---------------------------------------------|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

| |
|-----------------------------------------------|
| Report Name: |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

FIG. 217

21800

A screenshot of a software interface. At the top, there is a text field labeled "Item:" containing the text "HASH BROWNS(ROUND)". Below this is a section labeled "Comparison Versions:" which contains a list of three items: "Base version", "With LTL riding with CCF, forced TL", and "LTL moving with CCF, no Cavendish". At the bottom of the interface, there is a section labeled "Include Cost Matrices:" with two radio buttons. The "Yes" radio button is selected, and the "No" radio button is unselected.

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900

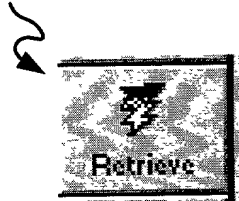


FIG. 219

22000

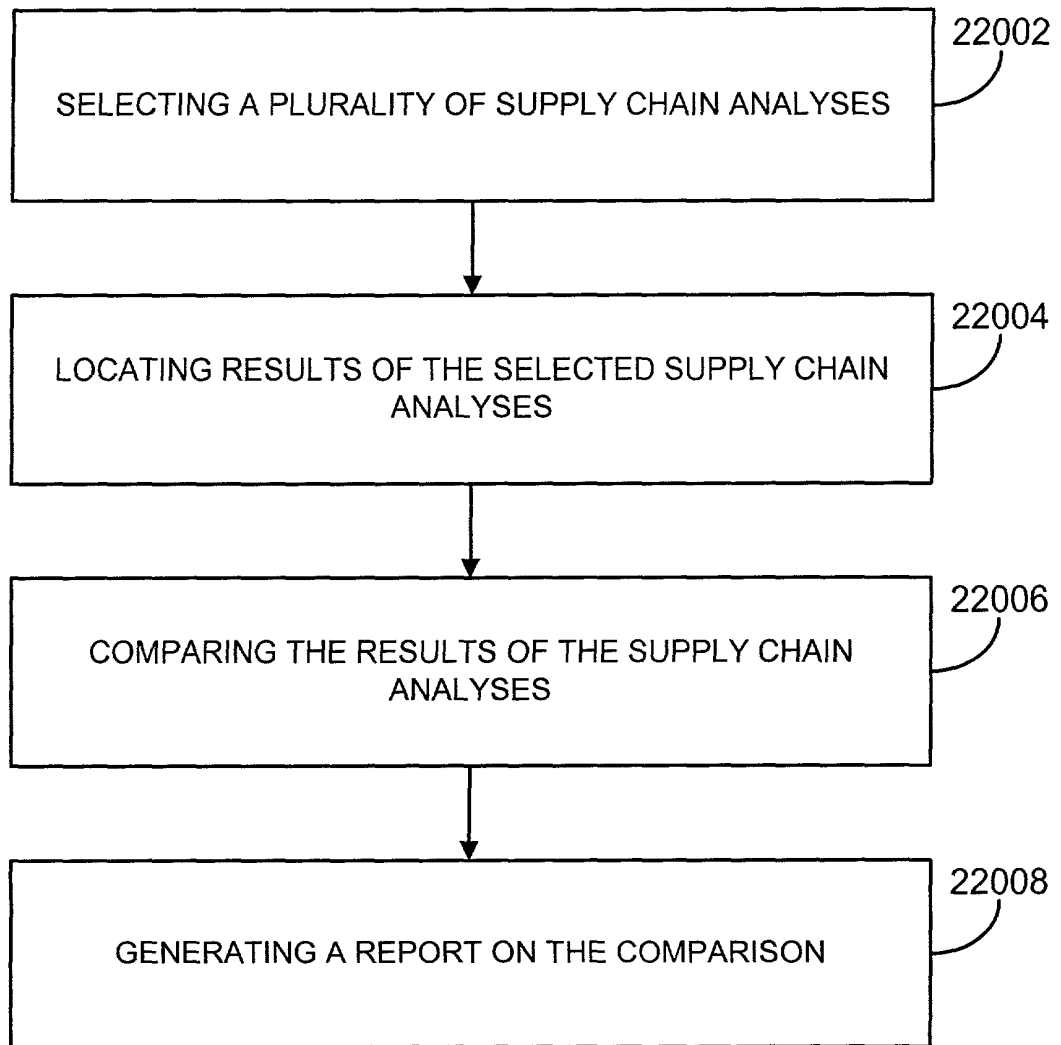


FIG. 220

22100

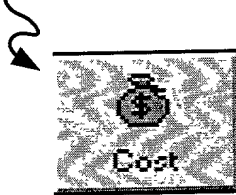


FIG. 221

22200

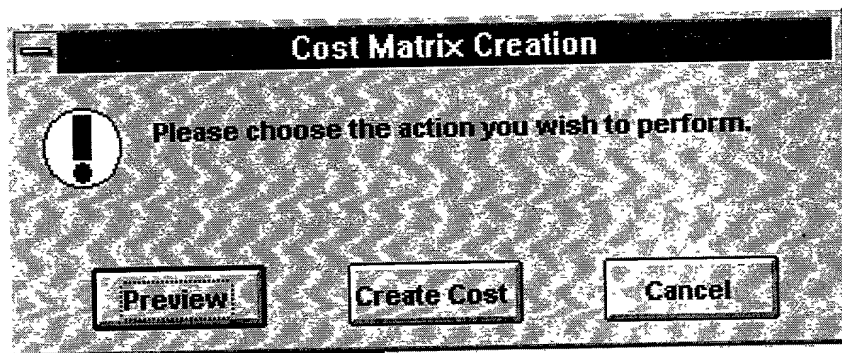


FIG. 222

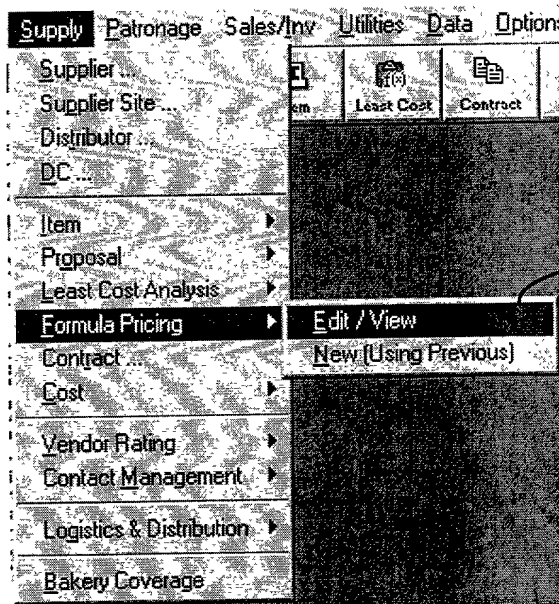


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

22400

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

| Date | FRSH DOM 50% TRIM | FRSH DOM 65% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 80% LEAN | FRSH DOM 85% LEAN | FRSH DOM 90% LEAN BL | FRSH DOM 90% LEAN | FRSH DOM 90% LEAN YW | FRZN DOM 90% LEAN BL | IMP AUS 90% LEAN | Lean Fine Tdr Beef |
|----------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|--------------------------|
| 03/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7960 |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 |
| 03/31/98 | 0.8860 | 0.9180 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 |
| 04/01/98 | 0.8700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.8840 |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 |

FIG. 225

22600

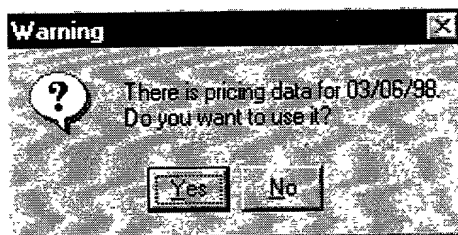


FIG. 226

22700

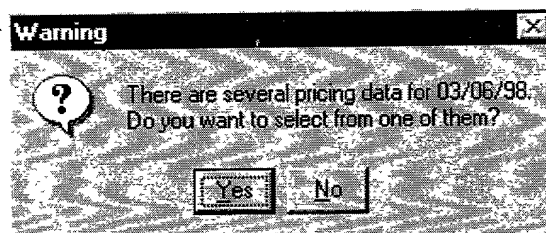


FIG. 227

22800

| Pricing ID | Calc. Date | Description |
|------------|------------|----------------------|
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | **Pricing** | Freight | Formulas | Block Cost | Adjustments

| Supplier FOB | Address |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |

| Material Type | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

FIG. 230

FIG. 231

23200

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|------------------------------------------------------------------------|-----------------|--------|-----------|--------|-------------|----------------|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | |
| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9920 | 1.0123 | 0.1669 | 0.1500 | 1.3292 |
| GS-1 | 0.9866 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |
| Amount | Adjustment Desc | | | | | |
| 0.1500 | Upcharge | | | | | |

FIG. 232



FIG. 233

23400

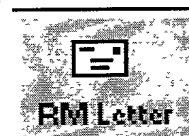
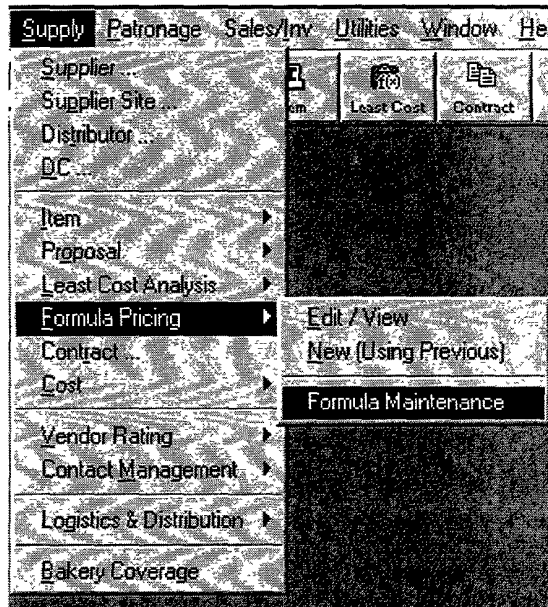


FIG. 234

23500

| Formula Maintenance | | | |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | | 100.0000% |

FIG. 235



23600

FIG. 236